

DOCUMENT RESUME

ED 419 980

CE 076 685

AUTHOR Noll, Cheryl L., Ed.; Graves, Pat R., Ed.
TITLE Business Education Index 1997. Index of Business Education
Articles and Research Studies Compiled from a Selected List
of Periodicals Published during the Year 1997. Volume 58.
INSTITUTION Delta Pi Epsilon Society, Little Rock, AR.
ISSN ISSN-0068-4414
PUB DATE 1997-00-00
NOTE 224p.
AVAILABLE FROM Delta Pi Epsilon, P.O. Box 4340, Little Rock, AR 72214 (\$25;
four or more, 20% discount).
PUB TYPE Reference Materials - General (130)
EDRS PRICE MF01/PC09 Plus Postage.
DESCRIPTORS *Business Education; Citations (References); Communication
Skills; Curriculum; *Educational Research; Information
Systems; Job Training; Journal Articles; Labor Force
Development; *Office Occupations Education; Secondary
Education; Teaching Methods; Word Processing

ABSTRACT

This publication indexes 41 specific business education publications and those related to business education, especially journals that are essential to research and teaching in the broad business education spectrum. The index contains 1,935 citations. All entries have the title, author(s), publication, volume and number, inclusive pages, and date. Articles are arranged in alphabetical order by major subject category and then by subcategories. Major subject categories include the following: basic business, communications, curriculum, document design and production, general educational issues, information systems, office management, personnel issues, research and methodology issues, teaching strategies, and training and development. (KC)

* Reproductions supplied by EDRS are the best that can be made *
* from the original document. *

The Business Education Index

1997

U.S. DEPARTMENT OF EDUCATION
Office of Educational Research and Improvement
EDUCATIONAL RESOURCES INFORMATION
CENTER (ERIC)

☒ This document has been reproduced as
received from the person or organization
originating it.

☐ Minor changes have been made to improve
reproduction quality.

- Points of view or opinions stated in this docu-
ment do not necessarily represent official
OERI position or policy.

PERMISSION TO REPRODUCE AND
DISSEMINATE THIS MATERIAL
HAS BEEN GRANTED BY

R. Mitchell

TO THE EDUCATIONAL RESOURCES
INFORMATION CENTER (ERIC)



Delta Pi Epsilon

Business Education Index

1997

**Index of Business Education Articles and Research Studies
Compiled From a Selected List of Periodicals Published
During the Year 1997**

Volume 58

**Cheryl L. Noll, Ph.D.
Editor**

**Pat R. Graves, Ed.D.
Associate Editor**

**Student Assistant
Tammy Keller**

Eastern Illinois University

**Published by Delta Pi Epsilon
National Honorary Professional Graduate Society
In Business Education**

Copyright 1998 by Delta Pi Epsilon Society. All Rights Reserved. Printed in the United States of America. This book, or parts thereof, may not be reproduced in any form without permission.

ISSN 0068-4414

Additional copies of the *Index* may be obtained from
Robert B. Mitchell, Executive Director, Delta Pi Epsilon
P.O. Box 4340, Little Rock, AR 72214

Editorial Policy

Publications indexed in the *Business Education Index* will be limited to specific business education publications and those related to business education. Priority will be given to journals that are essential to research and teaching in the broad business education spectrum.

The publications in the *Index* must provide sufficient information to be of significant use to researchers. Also, the ability to locate journals and magazines from library sources is essential to the research process. Therefore, state and regional business education publications will be indexed if they meet the following requirements:

1. Publications that are a minimum of 10 pages in length.
2. Publications containing at least three substantive articles, preferably research-based.
3. Publications that are distributed to NABTE institution libraries or to NABTE institution department in which business education is located.
4. Publications that are provided without charge to the editor.

Any organization or editor who wishes to have a publication included in the *Index* should contact the *1998 Index* editor.

Dr. Cheryl L. Noll, Editor
1998 Business Education Index
School of Business
Eastern Illinois University
Charleston, IL 61920
217-581-6933

Suggestions for Using the *Index*

All entries have the title, author(s), publication, volume and number (if applicable), inclusive pages, and date. An explanation of the abbreviations for the names of the indexed publications is shown in the “Publications Indexed” section in the back of the *Index*.

Subject Entries

Articles are arranged in alphabetical order by major subject category and then by subcategories. Major categories will contain miscellaneous entries related to that topic; subcategories will contain more specific entries. All headings for these categories are in bold. The major category headings are printed larger than the subcategory headings set in italics. Each article is indexed under at least one and no more than four subjects.

The list on the next page shows the subjects and the page number on which the entries begin.

Author Entries

All author entries are listed in alphabetical order beginning on page 115.

For two author entries, each author is listed first one time. For three or more authors, the phrase “and other authors” follows each author name; each author is listed one time. When an author has more than one article, the article entries are separated by two asterisks (**).

Acknowledgments

The editors wish to thank Dr. Marilyn Wilkins for lending her expertise to write a new database program to collect information for the *Index*. Her tremendous assistance and patience is greatly appreciated.

1997 Subjects

| | | | |
|--|----|--|-----|
| Basic Business | 1 | End-User Computing..... | 56 |
| Accounting..... | 1 | Expert Systems..... | 57 |
| Consumer Awareness..... | 3 | Hardware..... | 57 |
| Economics..... | 5 | Networks..... | 57 |
| Entrepreneurship/ Small Business..... | 7 | Optical Disk..... | 59 |
| Finance/Investments..... | 8 | Programming..... | 59 |
| International Business..... | 9 | Records Management..... | 59 |
| Management..... | 14 | Software..... | 62 |
| Marketing..... | 17 | Systems Analysis..... | 64 |
| Communications | 22 | Office Management | 64 |
| Business English..... | 26 | Equipment and Supplies..... | 64 |
| Collaboration..... | 26 | Ergonomics and Facility Management..... | 66 |
| Court Reporting..... | 27 | Mail Management..... | 67 |
| Electronic..... | 29 | Support Staff..... | 68 |
| Multicultural..... | 32 | Personnel Issues | 68 |
| Presentations..... | 33 | Diversity..... | 69 |
| Writing..... | 36 | Ethics and Law..... | 70 |
| Curriculum | 38 | Occupational Information..... | 72 |
| Colleges and Universities..... | 38 | Performance Evaluation..... | 74 |
| Elementary..... | 41 | Professional Development..... | 74 |
| Graduate..... | 41 | Work Behavior..... | 76 |
| Junior High/Middle School..... | 41 | Research Methodology/Issues | 79 |
| Postsecondary/ Community College..... | 42 | Teaching Issues | 80 |
| Secondary/High School..... | 42 | Diverse Populations..... | 81 |
| Document Design and Production 44 | | Instructional Technology..... | 82 |
| Graphics..... | 44 | Student Organizations..... | 87 |
| Keyboarding..... | 45 | Student Recruitment..... | 87 |
| Reprographics..... | 46 | Teacher Performance..... | 87 |
| Typography..... | 46 | Teacher Preparation..... | 88 |
| General Educational Issues | 46 | Testing and Evaluation..... | 89 |
| Administration..... | 47 | Teaching Strategies | 91 |
| International Education..... | 48 | Adult Learners..... | 94 |
| Standards..... | 49 | Business Education..... | 94 |
| Information Systems | 50 | Collaborative Learning..... | 97 |
| Data Security..... | 54 | Global/Cultural Awareness..... | 98 |
| Database Management..... | 54 | School-to-Work..... | 99 |
| Decision Support Systems..... | 55 | Technology Education..... | 99 |
| Electronic Imaging..... | 56 | Vocational Education..... | 103 |
| | | Training and Development | 105 |
| | | Instructional Design..... | 109 |
| | | Performance Improvement..... | 110 |
| | | Program Evaluation..... | 112 |
| | | Workplace Impact..... | 113 |

Subject Entries

Basic Business

Book review: When corporations rule the world by David C. Korten. Kenneth Wheeler. *PIQ*, Vol. 10, No. 4: 119-123 97

Business statistics education: Content and software in undergraduate business statistics courses. Manouchehr Tabatabai and Ralph Gamble. *JEB*, Vol. 73, No. 1: 48-53 Sep/Oct 97

Can technology even things up for community banks? Rose M. Prasad. *Mid-Amer J Bus*, Vol. 12, No. 2: 13-19 Fall 97

Teaching basic business today. Ray D. Bernardi. *Bus Ed Forum*, Vol. 51, No. 3: 23-25 Feb 97

The group embedded figures test: Undergraduate business concentration and analytical skills. H. Joseph Murphy, Pauline A. Doucette, William E. Kelleher, and Jeffrey D. Young. *JEB*, Vol. 73, No. 1: 39-42 Sep/Oct 97

Accounting

Accounting and the Internet. Beverly Ann Soriano. *Bus Ed Forum*, Vol. 51, No. 4: 35-37 Apr 97

Accounting equals applied algebra. Sondra Roberts. *Bus Ed Forum*, Vol. 51, No. 3: 26-28 Feb 97

Accounting grade inflation. G. R. Cluskey, Jr., Nathan Griffin and Craig Ehlen. *JEB*, No. 5: 273-277 May/June 97

Accounting I: Revised curriculum for Gale-Ettrick-Trempealeau High School. Michael K. Behan. University of Minnesota, Master's thesis, 96

Achieving AECC outcomes through the seven principles for good practice in undergraduate education. Bruce M. Bradford and Milo W. Peck, Jr. *JEB*, Vol. 72, No. 6: 364-368 July/Aug 97

An analysis of the effect of peer tutoring on achievement in selected entry-level accounting courses. Gerard M. Engholm. New York University, Doctoral dissertation, 96

An empirical analysis of accounting education and practice: A comparison of Korea, Japan and the United States. Yeong C. Choi. *J Teach Int Bus*, Vol. 8, No. 3: 67-85 97

Education for careers in management accounting, auditing, and tax: A comparison. Adel M. Novin. *JEB*, Vol. 73, No. 1: 29-34 Sep/Oct 97

Educational idealism: One more reason to stress the perpetual inventory system in classroom instruction. Cindy D. Edmonds, Thomas P. Edmonds and Richard A. Turpen. *JEB*, Vol. 72, No. 4: 217-220 Mar/Apr 97

Effectiveness of accounting teaching methods used in community colleges. Sonjje A. Schwartz. Southern Illinois University at Carbondale, Master's thesis, 96

Effects of student team learning in undergraduate auditing courses. J. Gregory Kunkel and William E. Shafer. *JEB*, Vol. 72, No. 4: 197-200 Mar/Apr 97

Factors influencing CPAs center decision-making process: A test of Krumboltz's Social Learning Framework. Michael A. Seda. New York University, Doctoral dissertation, 96

How accounting educators can help improve their students' writing skills. Alan Reinstein and James P. Trebby. JEB, Vol. 73, No. 2: 105-113 Nov/Dec 97

Improving adult performance in business education. James W. Wolfson. Bus Ed Forum, Vol. 52, No. 2: 18-20 Dec 97

Integration of communication/interpersonal skills in AACSB-accredited schools with four-and five-year accounting programs. Sarah A. Hart, Mitchell J. Muehsam and Diane Green. DPE J, Vol. 39, No. 1: 1-11 Winter 97

International cultural diversity and the design of management accounting systems. Peter C. Brewer. Mid-Amer J Bus, Vol. 12, No. 1: 69-77 Spring 97

Meeting the needs of nonpublic and public accountants in a 4-year program. Kristine N. Palmer, Sally W. Gilfillan, G. Dean Palmer, and C. Mitchell Adrian. JEB, Vol. 72, No. 5: 267-272 May/June 97

Outcomes assessment of computer-assisted behavioral objectives for accounting graduates. John W. Moore and Cheryl E. Mitchem. JEB, Vol. 72, No. 4: 201-204 Mar/Apr 97

Preparing business teachers to teach accounting at the secondary level: A study of NABTE institutions. Thaddeus McEwen. NABTE Rev, No. 24: 24-29 97

Quality multiple-choice test questions: Item-writing guidelines and an analysis of auditing testbanks. James D. Hansen and Lee Dexter. JEB, Vol. 73, No. 2: 94-97 Nov/Dec 97

Speaking the language of accounting. Leslie B. Fletcher. Bus Ed Forum, Vol. 52, No. 1: 18-19, 41 Oct 97

Students' perceptions towards accounting: The effects of the first university accounting course. Joe Abekah, Elin Maher and Robert Maher. DPE J, Vol. 38, No. 3: 167-179 Summer 96

Technology and accounting methodology. William B. Hoyt. NBEA Yrbk, No. 35: 101-111 97

The controversy over accounting for stock options: A historical perspective. Karleen Nordquist and Dee Ann Ellingson. Mid-Amer J Bus, Vol. 12, No. 2: 29-38 Fall 97

The effect of performance on the decision to major in accounting. James D. Stice, Monte R. Swain and Ronald G. Worsham. JEB, Vol. 73, No. 1: 54-57 Sep/Oct 97

The evolution of collegiate accounting instruction in the United States (1635-1995) with selected parallels to accounting practice. Dennis H. Day. Northern Illinois University, Doctoral dissertation, 96

The frequency and seriousness of communication barriers in the auditor-client relationship. Steven P. Golen, Anthony H. Catanach, Jr. and Cindy Moeckel. Bus Com Qtly, Vol. 60, No. 3: 23-37 Sep 97

The internationalization of introductory accounting textbooks. Robert M. Bracken and Frank R. Urbancic. JEB, Vol. 72, No. 6: 354-358 July/Aug 97

Using conventional financial methods to perform cost-benefit analysis (CBA) on proposed information system (IS) projects: An Australian study. Jeanne Wing-Yin Wong and Robert Behling. *J CIS*, Vol. 37, No. 4: 30-36 Summer 97

Women's advancement in the accounting profession: Consideration of person-centered and organization-centered explanations. Janet S. Omundson, Richard G. Schroeder and Mary B. Stevens. *Mid-Amer J Bus*, Vol. 12, No. 1: 59-68 Spring 97

Consumer Awareness

An investigation of the cognitive style preferences and consumer knowledge of classroom business educators. Robert J. Matyska, Jr. University of Missouri—Columbia, Doctoral dissertation, 96

Book review: Accounting for tastes by Gary S. Becker. Peggy S. Berger. *J Cons Aff*, Vol. 31, No. 2: 380-383 Winter 97

Book review: America's working poor by Thomas R. Swartz and Kathleen Maas Weigert. Maurice MacDonald. *J Cons Aff*, Vol. 31, No. 2: 405-409 Winter 97

Book review: Black business in the black metropolis: The Chicago Metropolitan Assurance Company by Robert E. Weems, Jr. Joseph M. Belth. *J Cons Aff*, Vol. 31, No. 2: 409-411 Winter 97

Book review: Consumer behavior by David Prensky and William D. Wells. James L. Morrison. *JEB*, Vol. 72, No. 5: 317 May/June 97

Book review: Consumer expenditures: New measures and old motives by Stanley Lebergott. W. Keith Bryant. *J Cons Aff*, Vol. 31, No. 1: 175-178 Summer 97

Book review: How poor government policy harms the poor by D. Eric Schansberg. Nayda I. Torres. *J Cons Aff*, Vol. 31, No. 2: 399-402 Winter 97

Book review: Measuring poverty: A new approach by Constance F. Citro and Robert T. Michael. Michael L. Walden. *J Cons Aff*, Vol. 31, No. 2: 383-386 Winter 97

Book review: Medicine worth paying for: Assessing medical innovations by Howard S. Frazier and Frederick Mosteller. Jutta M. Joesch. *J Cons Aff*, Vol. 31, No. 1: 168-171 Summer 97

Book review: Quality measurement in economics: New perspectives on the evolution of goods and services by Steven Payson. Loren V. Geistfeld. *J Cons Aff*, Vol. 31, No. 1: 178-181 Summer 97

Book review: Riches and regrets: Betting on gambling in two Colorado mountain towns by Patricia Stokowski. Carole J. Makela. *J Cons Aff*, Vol. 31, No. 2: 402-405 Winter 97

Book review: Studebaker: The life and death of an American corporation by Donald T. Critchlow. George E. Hoffer. *J Cons Aff*, Vol. 31, No. 2: 386-389 Winter 97

Book review: The adman in the parlor: Magazines and the gendering of consumer culture by Ellen Gruber Garvey. Mary J. Stephenson. *J Cons Aff*, Vol. 31, No. 2: 389-391 Winter 97

Book review: The consumer society, volume 2: Frontier issues in economic thought by Neva R. Goodwin, Frank Ackerman, and David Kiron. Robert O. Herrmann. *J Cons Aff*, Vol. 31, No. 2: 391-394 Winter 97

Book review: The economics of aging by James H. Schulz. Marlene S. Stum. *J Cons Aff*, Vol. 31, No. 1: 181-184 Summer 97

Book review: The great American blowup: Puffery in advertising and selling by Ivan L. Preston. Stewart M. Lee. *J Cons Aff*, Vol. 31, No. 2: 396-399 Winter 97

Book review: The low-income consumer: Adjusting the balance of exchange by Linda F. Alwitt and Thomas D. Donley. Gordon M. Fisher. *J Cons Aff*, Vol. 31, No. 2: 372-376 Winter 97

Book review: The sex of things: Gender and consumption in historical perspective by Victoria de Grazia, editor. Patricia M. Tengel. *J Cons Aff*, Vol. 31, No. 2: 394-396 Winter 97

Book review: Value in ethics and economics by Elizabeth Anderson. Robert O. Weagley. *J Cons Aff*, Vol. 31, No. 1: 165-167 Summer 97

Book review: Vitamania: Vitamins in American culture by Rima D. Apple. Jean D. Kinsey. *J Cons Aff*, Vol. 31, No. 2: 376-380 Winter 97

Commitment approach to motivating community recycling: New Zealand curbside trial. Wendy J. Bryce, Rachel Day and Thomas J. Olney. *J Cons Aff*, Vol. 31, No. 1: 27-52 Summer 97

Consumer economics curriculum for secondary students. Mary Hansel. Southern Illinois University at Edwardsville, Master's thesis, 96

Consumer perceptions of health claims in advertisements and on food labels. Michael B. Mazis and Mary Anne Raymond. *J Cons Aff*, Vol. 31, No. 1: 10-26 Summer 97

Consumer vulnerability to fraud: Influencing factors. Jinkook Lee and Horacio Soberon-Ferrer. *J Cons Aff*, Vol. 31, No. 1: 70-89 Summer 97

Consumption patterns among the young-old and old-old. Mohamed Abdel-Ghany and Deanna L. Sharpe. *J Cons Aff*, Vol. 31, No. 1: 90-112 Summer 97

Determinants of the demand for home equity credit lines. Dan Salandro and William B. Harrison. *J Cons Aff*, Vol. 31, No. 2: 326-345 Winter 97

Dynamics of households' income, debt, and attitudes toward credit, 1983-1989. Deborah D. Godwin. *J Cons Aff*, Vol. 31, No. 2: 303-325 Winter 97

Effect of preparation time on the minimum-cost diet. Pingsun Leung, Walter Miklius, Kulavit Wanitprapha, and Lynne A. Quinn. *J Cons Aff*, Vol. 31, No. 2: 204-217 Winter 97

Electronic catalogs: Buying and selling on the Web. Lura K. Romei. *Man Off Tech*, Vol. 42, No. 8: 16-21 Aug 97

Impact of sociodemographic factors on perceived importance of nutrition in food shopping. Rodolfo M. Nayga, Jr. *J Cons Aff*, Vol. 31, No. 1: 1-9 Summer 97

Mature consumer awareness and attitudes toward retirement housing and long-term care alternatives. Karen Martin Gibler, James R. Lumpkin and George P. Moschis. *J Cons Aff*, Vol. 31, No. 1: 113-138 Summer 97

Psychological and demographic characteristics as determinants of women's health insurance coverage. Arthur Dolinsky and Richard K. Caputo. *J Cons Aff*, Vol. 31, No. 2: 218-237 Winter 97

Racial differences in consumer environmental concern. Stephen J. Newell and Corliss L. Green. *J Cons Aff*, Vol. 31, No. 1: 53-69 Summer 97

Retail stores in poor urban neighborhoods. Linda F. Alwitt and Thomas D. Donley. *J Cons Aff*, Vol. 31, No. 1: 139-164 Summer 97

Socialization, gender, and adolescent's self-reports of their generalized use of product labels. Tamara F. Mangleburg, Dhruv Grewal and Terry Bristol. *J Cons Aff*, Vol. 31, No. 2: 255-279 Winter 97

The nature and social uses of the Internet: A qualitative investigation. Isabelle Maignan and Bryan A. Lukas. *J Cons Aff*, Vol. 31, No. 2: 346-371 Winter 97

Tradeoffs between price and quality: How a value index affects preference formation. Elizabeth H. Creyer and William T. Ross, Jr. *J Cons Aff*, Vol. 31, No. 2: 280-302 Winter 97

Economics

A graphical analysis of the Cournot-Nash and Stackelberg models. Murray Fulton. *J Econ Ed*, Vol. 28, No. 1: 48-57 Winter 97

A survey of teaching methods among economics faculty. Cynthia Benzing and Paul Christ. *J Econ Ed*, Vol. 28, No. 2: 182-188 Spring 97

An historical analysis of the economic development administration: Inception, structure, programs, and contributions to the economic development of Puerto Rico, 1942-1993. Olben Mendez Delgado. New York University, Doctoral dissertation, 96

An interactive learning system for the economic analysis of public policies. Fred C. White. *J Econ Ed*, Vol. 28, No. 3: 222-229 Summer 97

Assessing the efficacy of gaming in economic education. Hans Gremmen and Jan Potters. *J Econ Ed*, Vol. 28, No. 4: 291-303 Fall 97

Book review: America's working poor by Thomas R. Swartz and Kathleen Maas Weigert. Maurice MacDonald. *J Cons Aff*, Vol. 31, No. 2: 405-409 Winter 97

Book review: Assessing educational practices: The contribution of economics by William E. Becker and William J. Baumol. Stephen Buckles. *J Econ Ed*, Vol. 28, No. 3: 283-285 Summer 97

Book review: Consumer expenditures: New measures and old motives by Stanley Lebergott. W. Keith Bryant. *J Cons Aff*, Vol. 31, No. 1: 175-178 Summer 97

Book review: Games for business and economics by Roy Gardner. Joseph E. Harrington, Jr. *J Econ Ed*, Vol. 28, No. 3: 285-288 Summer 97

Book review: How poor government policy harms the poor by D. Eric Schansberg. Nayda I. Torres. *J Cons Aff*, Vol. 31, No. 2: 399-402 Winter 97

Book review: Macroeconomics by Graeme Wells. Colin Rogers. *J Econ Ed*, Vol. 28, No. 2: 190-192 Spring 97

Book review: Private markets in health and welfare: An international perspective by Norman Johnson, editor. Robert R. Kerton. *J Cons Aff*, Vol. 31, No. 1: 171-175 Summer 97

Book review: Quality measurement in economics: New perspectives on the evolution of goods and services by Steven Payson. Loren V. Geistfeld. *J Cons Aff*, Vol. 31, No. 1: 178-181 Summer 97

Book review: The consumer society, volume 2: Frontier issues in economic thought by Neva R. Goodwin, Frank Ackerman, and David Kiron. Robert O. Herrmann. *J Cons Aff*, Vol. 31, No. 2: 391-394 Winter 97

Book review: The economics of aging by James H. Schulz. Marlene S. Stum. *J Cons Aff*, Vol. 31, No. 1: 181-184 Summer 97

Book review: Value in ethics and economics by Elizabeth Anderson. Robert O. Weagley. *J Cons Aff*, Vol. 31, No. 1: 165-167 Summer 97

Book reviews: A deadly indifference by Marshall Jevons. John Siegfried. *J Econ Ed*, Vol. 28, No. 2: 189-190 Spring 97

"Candyconomy"—Fundamental economics. Gregory P. Valentine and Timothy Schibik. *Bus Ed Forum*, Vol. 52, No. 2: 22-23, 29 Dec 97

Career publications and academic job rank: Evidence from the class of 1968. Paul W. Grimes and Charles A. Register. *J Econ Ed*, Vol. 28, No. 1: 82-92 Winter 97

Comparative research productivity measures for economics departments. David A. Huettner and William Clark. *J Econ Ed*, Vol. 28, No. 3: 272-278 Summer 97

Comparing AP and college student learning of economics. Claire Melican, Fekru Debebe and Rick Morgan. *J Econ Ed*, Vol. 28, No. 2: 135-142 Spring 97

Conditions for the existence of market equilibrium. William D. A. Bryant. *J Econ* ol. 28, No. 3: 230-254 Summer 97

Construction of consumption possibility frontiers in principles textbooks. Terry L. Olson. *J Econ Ed*, Vol. 28, No. 1: 76-81 Winter 97

Determinants of achievement of economics concepts by elementary school students. Kim Sosin, James Dick and Mary Lynn Reiser. *J Econ Ed*, Vol. 28, No. 2: 100-121 Spring 97

Differential item functioning and male-female differences on multiple-choice tests in economics. William B. Walstad and Denise Robson. *J Econ Ed*, Vol. 28, No. 2: 155-171 Spring 97

Economic research at national liberal arts colleges: School rankings. James E. Hartley and Michael D. Robinson. *J Econ Ed*, Vol. 28, No. 4: 337-349 Fall 97

Effects of the high school economics curriculum on learning in the college principles class. Jane S. Lopus. *J Econ Ed*, Vol. 28, No. 2: 143-153 Spring 97

Estimating the cost to consumers of the U.S. sugar quota: An exercise for introductory economics classes. Andrew T. Williams. *J Econ Ed*, Vol. 28, No. 2: 173-181 Spring 97

Gender economics courses in liberal arts colleges. Nancy J. Burnett. *J Econ Ed*, Vol. 28, No. 4: 369-376 Fall 97

Integrating computer spreadsheet modeling into a microeconomics curriculum: Principles to managerial. Joy L. Clark and Charles E. Hegji. *JEB*, Vol. 72, No. 4: 234-244 Mar/Apr 97

Introducing students to the competing schools of thought in intermediate macroeconomics. Harlan M. Smith, II. *J Econ Ed*, Vol. 28, No. 3: 206-221 Summer 97

Making and correcting errors in student economic analyses: An examination of videotapes. Myra H. Strober, Allen Cook and Kasi Allen Fuller. *J Econ Ed*, Vol. 28, No. 3: 255-271 Summer 97

Microeconomic analysis based product market positioning and evaluation. Dimitrios A. Giannias. *J Int Cons Mkt*, Vol. 10, No. 1/2: 141-157 97

New communities of interest on the Internet. Richard L. Hannah. *Bus Ed Forum*, Vol. 52, No. 1: 20-22, 35 Oct 97

Recent advances in empirical micro-economic research in poor countries: An annotated bibliography. Christopher Udry. *J Econ Ed*, Vol. 28, No. 1: 58-75 Winter 97

Rent control with rent discrimination revisited. A. Ross Shepherd and John F. McDonald. *J Econ Ed*, Vol. 28, No. 4: 316-322 Fall 97

Statewide performance assessment as a complement to multiple-choice testing in high school economics. Robert B. Harris and William C. Kerby. *J Econ Ed*, Vol. 28, No. 2: 122-134 Spring 97

Teachers, and scholars too: Economic scholarship at elite liberal arts colleges. Howard Bodenhorn. *J Econ Ed*, Vol. 28, No. 4: 323-336 Fall 97

The case of a Giffen good: Comment. Christian E. Weber. *J Econ Ed*, Vol. 28, No. 1: 36-44 Winter 97

The case of a Giffen good: Reply. Uriel Spiegel. *J Econ Ed*, Vol. 28, No. 1: 45-47 Winter 97

The effect of economic knowledge on public opinion of economic issues. William B. Walstad. *J Econ Ed*, Vol. 28, No. 3: 195-205 Summer 97

The mentor demonstration model: Writing with students in the senior economics seminar. Jerome L. McElroy. *J Econ Ed*, Vol. 28, No. 1: 31-35 Winter 97

The reform of higher economic education in Poland. Edward K. Zajicek, Todd P. Steen and S. Ryszard Domanski. *J Econ Ed*, Vol. 28, No. 4: 377-382 Fall 97

The underrepresentation of women in economics: A study of undergraduate economics students. Karen E. Dynan and Cecilia Elena Rouse. *J Econ Ed*, Vol. 28, No. 4: 350-368 Fall 97

Trends in undergraduate economics degrees: An update. John J. Siegfried. *J Econ Ed*, Vol. 28, No. 3: 279-282 Summer 97

Undergraduate student cheating in the fields of business and economics. Clifford Nowell and Doug Laufer. *J Econ Ed*, Vol. 28, No. 1: 3-12 Winter 97

Using Mathcad to teach undergraduate mathematical economics. Mark S. Walbert and Anthony L. Ostrosky. *J Econ Ed*, Vol. 28, No. 4: 304-315 Fall 97

Verbal abilities, gender, and the introductory economics course: A new look at an old assumption. Benjamin Greene. *J Econ Ed*, Vol. 28, No. 1: 13-30 Winter 97

Entrepreneurship/Small Business

A marketing education opportunity: Taking the FastTrac. Mary Jean Lush, Phyllis A. King, David L. Lush, and Michael Thompson. *Bus Ed Forum*, Vol. 52, No. 2: 33-36, 51 Dec 97

Borrowed time. J. Tol Broome, Jr. *Off Sys*, Vol. 14, No. 12: 14, 16, 29 Dec 97

Business survival is business success. Lou Marcoccio and Matthew Hotle. *Man Off Tech*, Vol. 42, No. 12: 16-18 Dec 97

Entrepreneurship education. John E. Clow. *NBEA Yrbk*, No. 35: 148-159 97

Integrating entrepreneurship into field-based experience. Horace C. Robertson. *Bus Ed Forum*, Vol. 51, No. 3: 3-5 Feb 97

Small business hiring practices for employing office staff. Melody W. Alexander, Charles M. Ray and Douglas W. Naffziger. *OSR J*, Vol. 15, No. 2: 9-19 Fall 97

Finance/Investments

A model of desired wealth at retirement. Charles B. Hatcher. *Fin C&P*, Vol. 8, No. 1: 57-64 97

Adequate emergency fund holdings and household type. Sandra J. Huston and Y. Regina Chang. *Fin C&P*, Vol. 8, No. 1: 37-46 97

Book review: Dollars through the doors: A pre-1930 history of bank marketing in America by Richard N. Germain. Barbara O'Neill. *Fin C&P*, Vol. 8, No. 1: 77-78 97

Book review: Investment decision making in the private and public sectors by Henri L. Beenhakker. Jeffrey P. Lessard. *Fin C&P*, Vol. 8, No. 1: 79-80 97

Book review: The ethics of accounting and finance: trust, responsibility, and control by W. M. Hoffman, J. B. Kamm, R. E. Frederick, and E. S. Petry, editors. M. J. Alhabeeb. *Fin C&P*, Vol., 8 No. 1: 73-75 97

Borrowed time. J. Tol Broome, Jr. *Off Sys*, Vol. 14, No. 12: 14, 16, 29 Dec 97

Children's college as a saving goal. Seonglim Lee, Sherman Hanna and Mulya Siregar. *Fin C&P*, Vol. 8, No. 1: 33-36 97

Conditions for no triangular arbitrage with transaction costs: A pedagogical note. Jason Z. Wei. *JEB*, Vol. 73, No. 1: 44-47 Sep/Oct 97

Cost benefit analysis. April L. Dmytrenko. *Recs Mgt Qtly*, Vol. 31, No. 1: 16-18, 20 Jan 97

Does risk tolerance decrease with age? Hui Wang and Sherman Hanna. *Fin C&P*, Vol. 8, No. 2: 27-31 97

Emergency fund levels: Is household behavior rational? Y. Regina Chang, Sherman Hanna and Jessie X. Fan. *Fin C&P*, Vol. 8, No. 1: 47-65 97

Financial planning for retirement by parents of college students. Kelly J. Todd and Sharon A. DeVaney. *Fin C&P*, Vol. 8, No. 1: 25-32 97

Gender differences in the investment decision-making process. Lori L. Embrey and Jonathan J. Fox. *Fin C&P*, Vol. 8, No. 2: 33-39 97

Go with the cash flow. Patricia A. Galagan. *T&D*, Vol. 51, No. 11: 18-23 Nov 97

Income and expenditures in two phases of retirement. Flora L. Williams and Helen Zhou. *Fin C&P*, Vol. 8, No. 2: 75-86 97

Incorporating research design and estimation tools in the finance curriculum. Mark J. Shrader, Carl S. Bozman and Kent A. Hickman. *JEB*, Vol. 72, No. 3: 181-184 Jan/Feb 97

Mandatory financial counseling for bankrupts in Canada. Sue L. T. McGregor and Ruth E. Berry. *Fin C&P*, Vol. 8, No. 1: 9-17 97

Nonfinancial ratios in the undergraduate business policy course in U.S. business schools. Gerry N. Muuka and Rufus B. Barton, Jr. *JEB*, Vol. 72, No. 4: 208-212 Mar/Apr 97

Personal finance education for employees: Evidence on the bottom-line benefits. E. Thomas Garman. *Fin C&P*, Vol. 8, No. 2: 1-8 97

Preretirees' perception of retirement income. Virginia W. Junk, Linda K. Fox, Martha J. Einerson, and Linda K. Taff. *Fin C&P*, Vol. 8, No. 2: 41-55 97

Saving and financial planning: Some findings from a focus group. Arthur B. Kennickell, Martha Starr-McCluer and Annika E. Sunden. *Fin C&P*, Vol. 8, No. 1: 1-8 97

Saving motives and 401(k) contributions. Jing J. Xiao. *Fin C&P*, Vol. 8, No. 2: 65-73 97

Subjective and objective risk tolerance: Implications for optimal portfolios. Sherman Hanna and Peng Chen. *Fin C&P*, Vol. 8, No. 2: 17-26 97

The \$500,000 quest. Ione D. Phillips. *Techniques*, Vol. 72, No. 2: 24-26, 28-29 Feb 97

The enigma of the textbook valuation model: A note. O. Felix Ayadi, Pender Gbenedio and Eddy O. Omolehinwa. *JEB*, Vol. 72, No. 4: 230-233 Mar/Apr 97

The four obstacles to financial success. Ric Edelman. *J CR*, Vol. 58, No. 3: 46-49 Jan 97

The home as a wealth preserving and accumulating asset: A general formulation and balance sheet application. Ivan F. Beutler and Floyd W. Yorgason. *Fin C&P*, Vol. 8, No. 1: 65-71 97

The impact of class schedule on student performance in a financial management course. Kathleen Henebry. *JEB*, Vol. 73, No. 2: 114-120 Nov/Dec 97

The precision penalty—An alternative to hypothesis tests concerning the mean. Stephen Engelberg. *JEB*, Vol. 72, No. 3: 185-188 Jan/Feb 97

The role of financial counselors in long-term health care planning. Phillip Fuller, Emily Norman Zietz and Roger Calcote. *Fin C&P*, Vol. 8, No. 1: 19-24 97

Using the Wall Street Journal's dartboard contest to introduce market efficiency. Kevin Stephenson. *JEB*, Vol. 72, No. 4: 205-207 Mar/Apr 97

Value of home equity used in reverse mortgages as a potential source of income for elderly Americans. Flora L. Williams and Y. Emily Kao. *Fin C&P*, Vol. 8, No. 2: 57-64 97

What consumers look for in financial planners. Sung C. Bae and James P. Sandager. *Fin C&P*, Vol. 8, No. 2: 9-16 97

Will you get a break? Milton Zall. *Techniques*, Vol. 72, No. 8: 42-43 Nov/Dec 97

International Business

A diffusion model for public information systems in developing countries. Rekha Jain. *J Global IM*, Vol. 5, No. 1: 4-15 Winter 97

- A gap analysis of professional and academic perceptions of the importance of international marketing curriculum content and research areas. William J. Lundstrom and D. Steven White. *JME*, 16-25 Summer 97
- A model of brand and country effects on quality dimensions: Issues and implications. M. V. Thakor and Lea Prevel Katsanis. *J Int Cons Mkt*, Vol. 9, No. 3: 79-100 97
- A possible explanation for rising Japanese-world trade tensions. Lance Eliot Brouthers and Timothy J. Wilkinson. *J Global Mkt*, Vol. 10, No. 3: 83-89 97
- A QBI system in the Chinese environment and its cybernetic implications. Henry C. Huang and Shih-Chang Hung. *J CIS*, Vol. 37, No. 3: 16-20 Spring 97
- A study on the characteristics of group decision making behavior: Cultural difference perspective of Korea vs. U.S.. In K. Chung and Carl R. Adams. *J Global IM*, Vol. 5, No. 3: 18-29 Summer 97
- A temporal sequence model of satisfaction and export intentions of service firms. Paul G. Patterson, Muris Cicic and Aviv Shoham. *J Global Mkt*, Vol. 10, No. 4: 23-43 97
- A two stage model for the introduction of products into international markets. James J. Hoffman. *J Global Mkt*, Vol. 11, No. 1: 65-86 97
- Advertiser's relative reliance on collectivism-individualism appeals: A cross-cultural study. Bob D. Cutler, S. Altan Erdem and Rajshekhar G. Javalgi. *J Int Cons Mkt*, Vol. 9, No. 3: 43-55 97
- An advertising test of the work ethic in the U.K. and the U.S. Richard Tansey, Michael R. Hyman, George M. Zinkhan, and Jhinuk Chowdhury. *J Int Cons Mkt*, Vol. 9, No. 3: 57-77 97
- An analysis of Chinese laws against computer crimes. Hakman A. Wan and Ming-te Lu. *J Global IM*, Vol. 5, No. 2: 16-21 Spring 97
- An examination of the relationship of motivation needs, cultural factors, and job satisfaction among managers in selected business enterprises in Nigeria. John O. Okpara. New York University, Doctoral dissertation, 96
- An historical analysis of the economic development administration: Inception, structure, programs, and contributions to the economic development of Puerto Rico, 1942-1993. Olben Mendez Delgado. New York University, Doctoral dissertation, 96
- Barriers inhibiting export performance of small and medium-sized manufacturing firms. A.H. Moini. *J Global Mkt*, Vol. 10, No. 4: 67-93 97
- Book review: Global marketing by Syed H. Akhter. Terence Nevett. *J Global Mkt*, Vol. 10, No. 3: 95-97 97
- Book review: Global marketing management by Warren J. Keegan. Lloyd C. Rus-sow. *J Global Mkt*, Vol. 11, No. 1: 87-88 97
- Book review: Managing cultural differences: Leadership strategies for a new world of business by Philip R. Harris and Robert T. Moran. Kent Glenzer. *HRD Qtly*, Vol. 8, No. 1: 84-86 Spring 97

Book review: Private markets in health and welfare: An international perspective by Norman Johnson, editor. Robert R. Kerton. *J Cons Aff*, Vol. 31, No. 1: 171-175 Summer 97

Book reviews: Global marketing strategies by Jean-Pierre Jeannet and H. David Hennessey. Richard S. Lapidus. *J Global Mkt*, Vol. 10, No. 3: 91-95 97

Brand choice and marketing strategy: An application to the market of laundry detergent for delicate clothes in Spain. Sandra Cavero and Javier Cebollada. *J Int Cons Mkt*, Vol. 10, No. 1/2: 57-71 97

Building hexaflexagons overseas: An experiential exercise in coping with cultural differences. Rebecca J. Morris. *J Teach Int Bus*, Vol. 8, No. 4: 49-64 97

Changing institutional norms and behavior, not culture: Experiential learning comes to Myanmar. Robert W. Hornaday. *J Teach Int Bus*, Vol. 8, No. 4: 39-48 97

Civil rights for Americans working abroad. Paul S. Greenlaw, Austin D. Swanson and John P. Kohl. *JEB*, Vol. 72, No. 4: 221-223 Mar/Apr 97

Communication and related channel phenomena in international markets: The Saudi car-market. Ahmed A. Ahmed and Ahmed A. Al-Motawa. *J Global Mkt*, Vol. 10, No. 3: 67-82 97

Conflict in international channels of distribution. Aviv Shoham, Gregory M. Rose and Fredric Kropp. *J Global Mkt*, Vol. 11, No. 2: 5-22 97

Consumer tolerance zone: Implications on Philippine airlines domestic service delivery. Kuang Jung Chen. *J Global Mkt*, Vol. 11, No. 2: 93-105 97

Countertrade and internationalisation—An Australian perspective. Richard Fletcher, Nigel J. Barrett and Ian F. Wilkinson. *J Global Mkt*, Vol. 10, No. 3: 5-25 97

Country and product images: The perceptions of consumers in the People's Republic of China. Zhan G. Li, Shenzhao Fu and L. William Murray. *J Int Cons Mkt*, Vol. 10, No. 1/2: 115-139 97

Country of origin attitudes in Mexico: The Malinchismo effect. William Bailey and Sheila Amin Gutierrez de Pineres. *J Int Cons Mkt*, Vol. 9, No. 3: 25-41 97

Country-of-origin effects in the U.S. and Canada: Implications for the marketing of products made in Mexico. Sadrudin A. Ahmed, Alain d'Astous and Simon Lemire. *J Int Cons Mkt*, Vol. 10, No. 1/2: 73-92 97

Dimensions of product quality and country-of-origin effects research. Zhan G. Li and Rajiv P. Dant. *J Int Cons Mkt*, Vol. 10, No. 1/2: 93-114 97

Document security and international records management. David O. Stephens. *Recs Mgt Qtly*, Vol. 31, No. 4: 69-72, 74 Oct 97

Entry mode decisions: The role of managers' mental models. Isabelle Maignan and Bryan A. Lukas. *J Global Mkt*, Vol. 10, No. 4: 7-22 97

Facilitating computer-supported meetings: An exploratory comparison of U.S. and Mexican facilitators. Fred Niederman. *J Global IM*, Vol. 5, No. 1: 17-26 Winter 97

Focusing the international personnel performance appraisal process. Michael Harvey. *HRD Qtly*, Vol. 8, No. 1: 41-62 Spring 97

Formalization, role stress, organizational commitment, and propensity-to-leave: A study of Korean industrial salespersons. Keun S. Lee and Anil Mathur. *J Global Mkt*, Vol. 11, No. 2: 23-42 97

From benevolent dictator to constitutional monarch: Simulating a European works council in a U.S. classroom. Jeremiah J. O'Connell. *J Teach Int Bus*, Vol. 8, No. 4: 21-38 97

Global distribution systems: A field study of their use and advantages in travel agencies. Louis Raymond and Francois Bergeron. *J Global IM*, Vol. 5, No. 4: 23-32 Fall 97

Global economy. Betty J. Brown. *NBEA Yrbk*, No. 35: 136-147 97

Global marketing channels and the standardization controversy. Bert Rosenbloom, Trina Larsen and Rajiv Mehta. *J Global Mkt*, Vol. 11, No. 1: 49-64 97

Globalization. Les R. Dlabay. *NBEA Yrbk*, No. 35: 60-66 97

Incorporating international business concepts into the business education curriculum. Daniel Ze Essam. Southern Illinois University at Carbondale, Doctoral dissertation, 96

Information management as perceived by CIOs in three Pacific Rim countries. Raymond McLeod, Jr., Choong Nyoung Kim, Carol Saunders, Jack W. Jones, Carlos Scheel and Martha Corrales Estrada. *J Global IM*, Vol. 5, No. 3: 5-16 Summer 97

Information systems in Chinese state-owned enterprises: An evolving strategic perspective. Dorothy G. Dologite, Mei Qi Fang, Yu Chen, Robert J. Mockler and Chiang-nan Chao. *J Global IM*, Vol. 5, No. 4: 10-21

Information systems skills: A comparison of perceptions between information systems professionals from Indonesian and Malaysian organizations. Sim Kim Lau, Yang Ang Ang and Graham Winley. *J CIS*, Vol. 37, No. 3: 60-68 Spring 97

Intercultural communication for international business corporations. Li-Huei Sheng. University of Minnesota, Master's thesis, 96

Intercultural differences between Chinese and Americans in business. Laura Nowak and D. Dong. *Bus Com Qtlly*, Vol. 60, No. 1: 115-123 Mar 97

International catalog mix adaptation: An empirical study. Fernando Robles and Syed H. Akhter. *J Global Mkt*, Vol. 11, No. 2: 65-91 97

International HRD: What we know and don't know. Lori A. Peterson. *HRD Qtlly*, Vol. 8, No. 1: 63-79 Spring 97

Job satisfaction and organizational commitment among "guest-worker" salesforces: The case of Saudi Arabia. Shahid N. Bhuian and Alhassan G. Abdul-Muhmin. *J Global Mkt*, Vol. 10, No. 3: 27-44 97

Managerial emotionality in Chinese factories. Kathleen J. Krone, Ling Chen, Diane Kay Sloan, and Linda M. Gallant. *Mgt Com Qtlly*, Vol. 11, No. 1: 6-50 Aug 97

Managing the global impacts of IT: Standing on conceptual quicksand. John Tillquist. *J Global IM*, Vol. 5, No. 4: 6-8 Fall 97

Marketing curriculum: Designing its new logic and structure. Adam J. Koch. *JME*, 2-16 Fall 97

Measuring consumer sensitivity to corporate social performance across cultures: Which consumers care most? Lori Zalka, Meredith Downes and Karen Paul. *J Global Mkt*, Vol. 11, No. 1: 29-48 97

Mercedes-Benz sows a learning field. David Stamps. *Training*, Vol. 34, No. 6: 26-32 June 97

Metacommunication effects on international business negotiating in China. Jeanette W. Gilsdorf. *Bus Com Qtrly*, Vol. 60, No. 2: 20-37 June 97

Multinational business gaming: Is gender important? Scott D. Johnson, Denise M. Johnson and Peggy A. Golden. *J Teach Int Bus*, Vol. 8, No. 4: 65-82 97

Outsourcing maintenance operations to offshore vendors: Some lessons from the field. Sam Ramanujan and Hal Lou. *J Global IM*, Vol. 5, No. 2: 5-15 Spring 97

Partnering for success. Steven L. Sizoo, Joseph M. Bearson and Naveen K. Malhotra. *Bus Ed Forum*, Vol. 52, No. 1: 28-29 Oct 97

Preparing women for careers in international management. John A. Ruhe and William R. Allen. *JEB*, Vol. 72, No. 5: 278-282 May/June 97

Prosperity game to teach global competitiveness to university students. Kevin W. Boyack and Marshall Berman. *J Teach Int Bus*, Vol. 8, No. 4: 5-19 97

Regional studies for international business: A German perspective. Brian Bloch. *J Teach Int Bus*, Vol. 8, No. 3: 45-65 97

Reporting around the world—Several reporters share their experiences while working in other countries. Joseph A. De Souza, Lily Leung, David Cullen, Brenda Matzov and Marie Walker. *J CR*, Vol. 58, No. 10: 28-37 Aug/Oct 97

Salesperson's accent and gender, and consumer purchase intentions: Implications for Latino salespersons in Mexico and the United States. Oscar W. DeShields, Jr., Gilberto de los Santos, Olivia Aguirre Berumen, and Celia Cristina Orozco Torres. *J Int Cons Mkt*, Vol. 9, No. 3: 7-23 97

Strategic responses to parallel importing. Soo J. Tan, Guan H. Lim and Khai S. Lee. *J Global Mkt*, Vol. 10, No. 4: 45-66 97

Telecommuting in Singapore: Current status and a comparison with other countries. Lai Lai Tung, Shailendra Palvia, Lee Chia Huei, Loy Ye-Meng and Teng Min Yee. *J Global IM*, Vol. 5, No. 1: 27-35 Winter 97

The choice of entry modes and theories of foreign direct investment. H. Chang Moon. *J Global Mkt*, Vol. 11, No. 2: 43-64 97

The emerging consumer culture in Mexico: An exploratory investigation of compulsive buying in Mexican young adults. James A. Roberts and Carlos Ruy Martinez. *J Int Cons Mkt*, Vol. 10, No. 1/2: 7-31 97

The impact of country-of-origin and country-of-manufacture cues on consumer perceptions of quality and value. Gopalkrishnan R. Iyer and Jukti K. Kalita. *J Global Mkt*, Vol. 11, No. 1: 7-28 97

The international marketing literature: Topics, trends and contributors. Rajshekhar G. Javalgi, Bob D. Cutler, S. R. Rao, and D. Steven White. *J Teach Int Bus*, Vol. 8, No. 3: 21-43 97

The pricing processes of exporters: A comparative study of the challenges facing U.S. and Mexican firms. Matthew B. Myers. *J Global Mkt*, Vol. 10, No. 4: 95-115 97

The relationship of some personal and situational factors to IS effectiveness: Empirical evidence from Egypt. Omar E. M. Khalil and Manal M. Elkordy. *J Global IM*, Vol. 5, No. 2: 22-34 Spring 97

The standardisation debate in international marketing. Jeryl Whitelock and Carole Pimblett. *J Global Mkt*, Vol. 10, No. 3: 45-66 97

The use of sponsorship-linked marketing by tobacco firms: International public policy issues. T. Bettina Cornwell. *J Cons Aff*, Vol. 31, No. 2: 238-254 Winter 97

The Warsaw School of Economics: The faculty of foreign trade: An international business discussion case. William A. Stoever. *J Teach Int Bus*, Vol. 8, No. 3: 87-106 97

Using conventional financial methods to perform cost-benefit analysis (CBA) on proposed information system (IS) projects: An Australian study. Jeanne Wing-Yin Wong and Robert Behling. *J CIS*, Vol. 37, No. 4: 30-36 Summer 97

Virtual trade mission: A global business education experience. Greta Budai and Anna R. Steinberg. *Bus Ed Forum*, Vol. 52, No. 2: 27-29 Dec 97

What CEOs expect of employees hired for international work. Ruthann Dirks and Janet Buzzard. *Bus Ed Forum*, Vol. 51, No. 4: 3-7 Apr 97

Management

A framework for combining social and technical aspects in the business process reengineering planning process. Heidi Perreault and Chung Kim. *OSR J*, Vol. 15, No. 1: 51-56 Spring 97

A hypermedia strategic management case—design, use, and student reaction. Charles Boyd. *JEB*, Vol. 72, No. 6: 375-379 July/Aug 97

A source accessibility effect on media selection. Edward W. Christensen and James R. Bailey. *Mgt Com Qtlly*, Vol. 10, No. 3: 373-387 Feb 97

A synergic process for outsourcing and reengineering. W. K. Li, David C. Yen and David C. Chou. *J CIS*, Vol. 37, No. 3: 29-36 Spring 97

African American and European American women in the workplace. Robert Shuter and Lynn H. Turner. *Mgt Com Qtlly*, Vol. 11, No. 1: 74-96 Aug 97

An empirical study of BPR projects in organizations. David Paper. *J CIS*, Vol. 37, No. 4: 37-43 Summer 97

Analysing the quality of IS use and management in the organizational context: Experiences from two cases. Timo Auer and Mikko Ruohonen. *IRM J*, Vol. 10, No. 3: 18-27 Summer 97

Applying emotional intelligence in the workplace. Robert K. Cooper. *T&D*, Vol. 51, No. 12: 31-38 Dec 97

Approaches to managerial influence in the People's Republic of China. Kathleen J. Krone, Ling Chen and Hongwei Xia. *J Bus Com*, Vol. 34, No. 3: 289-315 July 97

Are competency models a waste? Maxine Dalton. T&D, Vol. 51, No. 10: 46-49 Oct 97

Book review: A higher standard of leadership: Lessons from the life of Gandhi by Keshavan Nair. John Nirenberg. HRD Qtly, Vol. 8, No. 3: 347-352 Fall 97

Book review: Deep change: Discovering the leader within by Robert E. Quinn. Pamela Dodd. HRD Qtly, Vol. 8, No. 3: 273-276 Fall 97

Book review: Jumping the curve: Innovation and strategic choice in an age of transition by Nicholas Imparato and Oren Harari. Alan Clardy. HRD Qtly, Vol. 8, No. 4: 343-346 Winter 97

Book review: Leading change by John P. Kotter. Janis Evink. Mid-Amer J Bus, Vol. 12, No. 2: 63-64 Fall 97

Book review: On becoming a leader by Warren Bennis. Melissa Gibson Hancox. Mid-Amer J Bus, Vol. 12, No. 1: 78-79 Spring 97

Book review: Seeing organizational patterns: A new theory and language of organizational design by Robert W. Keidel. Paul Hardt. HRD Qtly, Vol. 8, No. 1: 81-84 Spring 97

Book review: Stop managing, start coaching: How performance coaching can enhance commitment and improve productivity by J. W. Gilley and N. W. Boughton. Bruce T. Strom. HRD Qtly, Vol. 8, No. 2: 183-186 Summer 97

Book review: Synchronicity: The inner path of leadership by Joseph Jaworski. John Nirenberg. HRD Qtly, Vol. 8, No. 4: 347-352 Winter 97

Book review: The art of strategic planning for information technology by Bernard H. Boar. Zachary Wong. J EUC, Vol. 9, No. 4: 39 Fall 97

Book review: Understanding variation: The key to managing chaos by D. L. Wheeler. Michael C. Clayton. J Org Beh Mgt, Vol. 17, No. 2: 109-111 97

Coaching for human performance. Kenneth M. Nowack and Scott Wimer. T&D, Vol. 51, No. 10: 28-32 Oct 97

Competency-based management. Jim Kochanski. T&D, Vol. 51, No. 10: 40-44 Oct 97

Cost-consequences analysis: A case study. Roger Kaufman, Ryan Watkins, Leon Sims, Neil S. Crispo, John C. Hall and Daniel E. Sprague. PIQ, Vol. 10, No. 3: 7-21 97

Creating strategists. Stephen J. Wall. T&D, Vol. 51, No. 5: 75-76, 78-79 May 97

Decision making under time pressure: An investigation of decision speed and decision quality of computer-supported groups. C. A. P. Smith and Stephen C. Hayne. Mgt Com Qtly, Vol. 11, No. 1: 97-126 Aug 97

Discourse at our disposal: Stories in and around the garbage can. Ellen S. O'Connor. Mgt Com Qtly, Vol. 10, No. 4: 395-432 May 97

Electronic performance monitoring: An organizational justice and concertive control perspective. G. Stoney Alder and Phillip K. Tompkins. Mgt Com Qtly, Vol. 10, No. 3: 259-288 Feb 97

Evaluating instructors' perceptions of students' preparation for management curricula. Patricia A. Lanier, John R. Tanner, Zhiwei Zhu, and Ronald B. Heady. JEB, Vol. 73, No. 2: 77-84 Nov/Dec 97

Expanding your PR markets. J CR, Vol. 58, No. 6: 44-47 Apr 97

Gender differences in the attitudes of teenagers toward unions. Brian Heshizer, Mary W. Hrivnak and Kathleen Sterbenz. Mid-Amer J Bus, Vol. 12, No. 2: 47-56 Fall 97

Gender equity in management education: A content analysis of test bank questions. Randi L. Sims. JEB, Vol. 72, No. 5: 283-287 May/June 97

Harnessing the power of intellectual capital. Laurie J. Bassi. T&D, Vol. 51, No. 12: 25-30 Dec 97

How universities can help small businesses manage. Cynthia K. Riemenschneider, Peter P. Mykityn, Jr., and David A. Harrison. J CIS, Vol. 37, No. 3: 79-84 Spring 97

Book review: Human resource champions by David Ulrich. Brad Alge. HRD Qtly, Vol. 8, No. 2: 186-190 Summer 97

Identification with multiple targets in a geographically dispersed organization. Craig R. Scott. Mgt Com Qtly, Vol. 10, No. 4: 491-522 May 97

Improving the management of overtime costs through decentralized controls: Managing an organizational metacontingency. Michael C. Clayton, Thomas C. Mawhinney, David E. Luke, and Harold G. Cook. J Org Beh Mgt, Vol. 17, No. 2: 77-98 97

IT importance in supporting reengineering: Performance perceptions versus reality. Michael E. Whitman and Michael L. Gibson. J CIS, Vol. 37, No. 4: 18-23 Summer 97

Liability means never being able to say you're sorry: Corporate guilt, legal constraints, and defensiveness in corporate communication. Lisa Tyler. Mgt Com Qtly, Vol. 11, No. 1: 51-73 Aug 97

Management forecasting: Survey findings and business implications. Nada R. Sanders. Mid-Amer J Bus, Vol. 12, No. 1: 35-39 Spring 97

Managerial emotionality in Chinese factories. Kathleen J. Krone, Ling Chen, Diane Kay Sloan, and Linda M. Gallant. Mgt Com Qtly, Vol. 11, No. 1: 6-50 Aug 97

Managing an organization as a system. Alan P. Brache and Geary A. Rummler. Training, Vol. 34, No. 2: 68-74 Feb 97

Managing the costs of power. Lane Tracy. Mid-Amer J Bus, Vol. 12, No. 1: 41-48 Spring 97

Mental models of quality. William A. Hubiak. PIQ, Vol. 10, No. 4: 31-50 97

Organizational communication in the 21st century: Informal discussion. M. Scott Poole, Linda L. Putnam and David R. Seibold. Mgt Com Qtly, Vol. 11, No. 1: 127-138 Aug 97

Organizational communication and culture: A study of 10 Italian high-technology companies. Donald Dean Morley, Pamela Shockley-Zalabak and Ruggero Cesaria. J Bus Com, Vol. 34, No. 3: 253-268 July 97

Project management software feature profitability: Windows, networks, mainframes, filtered task diagrams, schedules and calendars. Avi Rushinek and Sara F. Rushinek. J CIS, Vol. 37, No. 4: 48-55 Summer 97

Questions of coverage and emphasis in introductory management. Philip C. Grant. JEB, Vol. 73, No. 2: 102-104 Nov/Dec 97

Real heroes need less control: Dawn of a new breed of educator. Robert Demichiel and Walter Ryba. JEB, Vol. 72, No. 5: 261-266 May/June 97

Risk communication: Involvement, uncertainty, and control's effect on information scanning and monitoring by expert stakeholders. Robert L. Heath and Christine Diana Gay. Mgt Com Qtly, Vol. 10, No. 3: 342-372 Feb 97

Sex differences, organizational level, and superiors' evaluation of managerial leadership. Katherine B. Knott and Elizabeth J. Natalie. Mgt Com Qtly, Vol. 10, No. 4: 523-540 May 97

Situational leadership: Conversations with Paul Hershey. John R. Schermerhorn, Jr. Mgt Com Qtly, Vol. 10, No. 4: 5-11 May 97

Smart companies. Patricia A. Galagan. T&D, Vol. 51, No. 12: 20-24 Dec 97

Strategic planning is back. Patricia A. Galagan. T&D, Vol. 51, No. 4: 32-37 Apr 97

Systematic agreement: A theory of organizational alignment. Steven W. Semler. HRD Qtly, Vol. 8, No. 1: 23-40 Spring 97

Taming the performance bell curve. Karen R. Adler and Paul M. Swiercz. T&D, Vol. 51, No. 10: 33-38 Oct 97

Teams: It's all in the planning. Lawrence Holpp. T&D, Vol. 51, No. 4: 44-47 Apr 97

The care of the un-downsized. Bob Nelson. T&D, Vol. 51, No. 4: 40-43 Apr 97

The design of a knowledge based component to support information re-engineering. Rambabu Kadiyala, Ravi Krovi and Balaji Rajagopalan. J CIS, Vol. 37, No. 2: 44-53 Winter 97

The emergence of management education in Central Europe. Sandra Waddock. JEB, Vol. 72, No. 6: 369-374 July/Aug 97

The evolutionary vision of Dee Hock: From chaos to chaords. Bonnie Durrance. T&D, Vol. 51, No. 4: 24-31 Apr 97

The search for the optimum individual monetary incentive pay system: A comparison of the effects of flat pay and linear and non-linear incentive pay systems on worker productivity. Delores A. Smoot and Phillip K. Duncan. J Org Beh Mgt, Vol. 17, No. 2: 5-75 97

The self-organizing system. David Stamps. Training, Vol. 34, No. 4: 30-36 Apr 97

Total quality management, organizational commitment, perceived organizational support, and intraorganizational communication. Myria W. Allen and Robert M. Brady. Mgt Com Qtly, Vol. 10, No. 3: 316-341 Feb 97

Union-management cooperation: Different relationships, different forms. Robert H. Schappe. Mid-Amer J Bus, Vol. 12, No. 2: 39-46 Fall 97

Users' individual communicative responses to intraorganizationally implemented innovations and other planned changes. Laurie K. Lewis. Mgt Com Qtly, Vol. 10, No. 4: 455-490 May 97

Workplace aggression as a consequence of negative performance feedback. Deanna Geddes and Robert A. Baron. Mgt Com Qtly, Vol. 10, No. 4: 433-454 May 97

Marketing

A customer analysis course for the marketing curriculum. Beverlee B. Anderson. JME, 2-15 Summer 97

A gap analysis of professional and academic perceptions of the importance of international marketing curriculum content and research areas. William J. Lundstrom and D. Steven White. *JME*, 16-25 Summer 97

A marketing education opportunity: Taking the FastTrac. Mary Jean Lush, Phyllis A. King, David L. Lush, and Michael Thompson. *Bus Ed Forum*, Vol. 52, No. 2: 33-36, 51 Dec 97

A model of brand and country effects on quality dimensions: Issues and implications. M. V. Thakor and Lea Prevel Katsanis. *J Int Cons Mkt*, Vol. 9, No. 3: 79-100 97

A multidimensional perspective on acculturation and its relative impact on consumption of convenience foods. Michel Laroche, Chankon Kim, Michael Hui, and Marc A. Tomiuk. *J Int Cons Mkt*, Vol. 10, No. 1/2: 33-56 97

A possible explanation for rising Japanese-world trade tensions. Lance Eliot Brouthers and Timothy J. Wilkinson. *J Global Mkt*, Vol. 10, No. 3: 83-89 97

A temporal sequence model of satisfaction and export intentions of service firms. Paul G. Patterson, Muris Cicic and Aviv Shoham. *J Global Mkt*, Vol. 10, No. 4: 23-43 97

A two stage model for the introduction of products into international markets. James J. Hoffman. *J Global Mkt*, Vol. 11, No. 1: 65-86 97

Advertiser's relative reliance on collectivism-individualism appeals: A cross-cultural study. Bob D. Cutler, S. Altan Erdem and Rajshekhar G. Javalgi. *J Int Cons Mkt*, Vol. 9, No. 3: 43-55 97

An advertising test of the work ethic in the U.K. and the U.S. Richard Tansey, Michael R. Hyman, George M. Zinkhan, and Jhinuk Chowdhury. *J Int Cons Mkt*, Vol. 9, No. 3: 57-77 97

Ancient wisdom: Parables for modern marketing. Rajiv Vaidyanathan and S. S. Vaidyanathan. *JME*, 26-36 Spring 97

Antecedents of student attitudes toward computers. Richard L. Divine, J. Holton Wilson and Hugh G. Daubek. *JME*, 54-65 Summer 97

Barriers inhibiting export performance of small and medium-sized manufacturing firms. A.H. Moini. *J Global Mkt*, Vol. 10, No. 4: 67-93 97

Book review: Consumer behavior by David Prensky and William D. Wells. James L. Morrison. *JEB*, Vol. 72, No. 5: 317 May/June 97

Book review: Global marketing by Syed H. Akhter. Terence Nevett. *J Global Mkt*, Vol. 10, No. 3: 95-97 97

Book review: Global marketing management by Warren J. Keegan. Lloyd C. Rus-sow. *J Global Mkt*, Vol. 11, No. 1: 87-88 97

Book review: Net gain: Expanding markets through virtual communities by John Hagel, III and Arthur Armstrong. Edward M. Roche. *J Global IM*, Vol. 5, No. 3: 34-36 Summer 97

Book review: Riches and regrets: Betting on gambling in two Colorado mountain towns by Patricia Stokowski. Carole J. Makela. *J Cons Aff*, Vol. 31, No. 2: 402-405 Winter 97

Book review: Studebaker: The life and death of an American corporation by Donald T. Critchlow. George E. Hoffer. *J Cons Aff*, Vol. 31, No. 2: 386-389 Winter 97

Book review: The great American blowup: Puffery in advertising and selling by Ivan L. Preston. Stewart M. Lee. *J Cons Aff*, Vol. 31, No. 2: 396-399 Winter 97

Book review: The sex of things: Gender and consumption in historical perspective by Victoria de Grazia, editor. Patricia M. Teng. *J Cons Aff*, Vol. 31, No. 2: 394-396 Winter 97

Book reviews: Global marketing strategies by Jean-Pierre Jeannot and H. David Hennessey. Richard S. Lapidus. *J Global Mkt*, Vol. 10, No. 3: 91-95 97

Brand choice and marketing strategy: An application to the market of laundry detergent for delicate clothes in Spain. Sandra Cavero and Javier Cebollada. *J Int Cons Mkt*, Vol. 10, No. 1/2: 57-71 97

Bringing reflective learning to the marketing research course: A cooperative learning project using intergroup critique. Timothy R. Graeff. *JME*, 53-64 Spring 97

Commercial sales in cable television: An overview and a linear model. Jagu P. Aiyer and Jayant Rajgopal. *Mid-Amer J Bus*, Vol. 12, No. 1: 27-33 Spring 97

Commitment approach to motivating community recycling: New Zealand curbside trial. Wendy J. Bryce, Rachel Day and Thomas J. Olney. *J Cons Aff*, Vol. 31, No. 1: 27-52 Summer 97

Communication and related channel phenomena in international markets: The Saudi car-market. Ahmed A. Ahmed and Ahmed A. Al-Motawa. *J Global Mkt*, Vol. 10, No. 3: 107-117 97

Computer attitudes of marketing managers: An empirical analysis. James J. Jiang, Jaideep Motwani and Lars Larson. *J CIS*, Vol. 37, No. 4: 44-47 Summer 97

Conflict in international channels of distribution. Aviv Shoham, Gregory M. Rose and Fredric Kropp. *J Global Mkt*, Vol. 11, No. 2: 5-22 97

Consumer perceptions of health claims in advertisements and on food labels. Michael B. Mazis and Mary Anne Raymond. *J Cons Aff*, Vol. 31, No. 1: 10-26 Summer 97

Consumer tolerance zone: Implications on Philippine airlines domestic service delivery. Kuang Jung Chen. *J Global Mkt*, Vol. 11, No. 2: 93-105 97

Consumption patterns among the young-old and old-old. Mohamed Abdel-Ghany and Deanna L. Sharpe. *J Cons Aff*, Vol. 31, No. 1: 90-112 Summer 97

Cooperative learning: The benefits of participatory examinations in principles of marketing classes. Reginald A. Graham, Beverly L. Graham and Victoria R. Whiting. *JEB*, Vol. 72, No. 3: 149-152 Jan/Feb 97

Countertrade and internationalisation—An Australian perspective. Richard Fletcher, Nigel J. Barrett and Ian F. Wilkinson. *J Global Mkt*, Vol. 10, No. 3: 5-25 97

Country and product images: The perceptions of consumers in the People's Republic of China. Zhan G. Li, Shenzhao Fu and L. William Murray. *J Int Cons Mkt*, Vol. 10, No. 1/2: 115-139 97

Country of origin attitudes in Mexico: The Malinchismo effect. William Bailey and Sheila Amin Gutierrez de Pineres. *J Int Cons Mkt*, Vol. 9, No. 3: 25-41 97

Country-of-origin effects in the U.S. and Canada: Implications for the marketing of products made in Mexico. Sadrudin A. Ahmed, Alain d'Astous and Simon Lemire. *J Int Cons Mkt*, Vol. 10, No. 1/2: 73-92 97

Curriculum decisionmaking: What are the sources of innovation? Michael A. Mayo and Alan R. Miciak. *JEB*, Vol. 73, No. 1: 17-20 Sep/Oct 97

"Dear friend"(?): Culture and genre in American and Canadian direct marketing letters. Roger Graves. *J Bus Com*, Vol. 34, No. 3: 235-252 July 97

DECA retail lab: A manual for training school store employees at Mahtomedi High School. Gena Hillstrom. University of Minnesota, Master's thesis, 96

Determining promotional effectiveness in small retail firms: An empirical analysis. Judy Foster Davis. *Mid-Amer J Bus*, Vol. 12, No. 2: 21-28 Fall 97

Dimensions of product quality and country-of-origin effects research. Zhan G. Li and Rajiv P. Dant. *J Int Cons Mkt*, Vol. 10, No. 1/2: 93-114 97

Direct-mail marketing: A cost-effective way to expand your contacts with prospective clients. Jill Berman Levy. *J CR*, Vol. 58, No. 3: 38-41 Jan 97

Distance learning: An airway for marketing education. Mary Jean Lush, Stephanie Edel and David Lush. *Bus Ed Forum*, Vol. 51, No. 4: 41-44 Apr 97

Effective pedagogy for student-team projects. Madan M. Batra, Barbara E. Walvoord and Krish S. Krishnan. *JME*, 26-42 Summer 97

Entry mode decisions: The role of managers' mental models. Isabelle Maignan and Bryan A. Lukas. *J Global Mkt*, Vol. 10, No. 4: 7-22 97

Facing the 21st century. Jeanne Holmes and Ellen Clizbe. *Bus Ed Forum*, Vol. 52, No. 1: 33-35 Oct 97

Faculty perceptions of marketing journals. G. Tomas M. Hult, William T. Neese and R. Edward Bashaw. *JME*, 37-52 Spring 97

Formalization, role stress, organizational commitment, and propensity-to-leave: A study of Korean industrial salespersons. Keun S. Lee and Anil Mathur. *J Global Mkt*, Vol. 11, No. 2: 23-42 97

From the student perspective: Why enroll in an introductory marketing course? Biljana Juric, Sarah Todd and James Henry. *JME*, 65-76 Spring 97

Global marketing channels and the standardization controversy. Bert Rosenbloom, Trina Larsen and Rajiv Mehta. *J Global Mkt*, Vol. 11, No. 1: 49-64 97

How those who help market attorneys feel about marketing to attorneys. *J CR*, Vol. 58, No. 3: 34-37 Jan 97

How to get the most from your advertising dollar. Kriss Winchester. *J CR*, Vol. 58, No. 3: 42-44 Jan 97

How to know what customers really want. William Fonvielle. *T&D*, Vol. 51, No. 9: 40-44 Sep 97

Impact of sociodemographic factors on perceived importance of nutrition in food shopping. Rodolfo M. Nayga, Jr. *J Cons Aff*, Vol. 31, No. 1: 1-9 Summer 97

International catalog mix adaptation: An empirical study. Fernando Robles and Syed H. Akhter. *J Global Mkt*, Vol. 11, No. 2: 65-91 97

Internet technology and the future of marketing education. Catherine T. Atwong and Paul S. Hugstad. *JME*, 44-55 Fall 97

Job satisfaction and organizational commitment among "guest-worker" salesforces: The case of Saudi Arabia. Shahid N. Bhuian and Alhassan G. Abdul-Muhmin. *J Global Mkt*, Vol. 10, No. 3: 27-44 97

Marketing curriculum: Designing its new logic and structure. Adam J. Koch. *JME*, 2-16 Fall 97

Marketing departments on the World Wide Web: State of the art and recommendations. Donald A. McBane. *JME*, 14-25 Spring 97

Marketing education on the Internet: A World Wide Web based introductory marketing course design for the Virtual-U Project in distance education at Simon Fraser University. Brahm Canzer. *JME*, 56-65 Fall 97

Marketing information systems in small companies. Eldon Y. Li. *IRM J*, Vol. 10, No. 1: 27-35 Winter 97

Marketing the marketing major. Paul Hugstad. *JME*, 4-13 Spring 97

Mature consumer awareness and attitudes toward retirement housing and long-term care alternatives. Karen Martin Gibler, James R. Lumpkin and George P. Moschis. *J Cons Aff*, Vol. 31, No. 1: 113-138 Summer 97

Measuring consumer sensitivity to corporate social performance across cultures: Which consumers care most? Lori Zalka, Meredith Downes and Karen Paul. *J Global Mkt*, Vol. 11, No. 1: 29-48 97

Meeting the challenges to undergraduate marketing education. Lawrence M. Lamont and Ken Friedman. *JME*, 17-30 Fall 97

Microeconomic analysis based product market positioning and evaluation. Dimitrios A. Giannias. *J Int Cons Mkt*, Vol. 10, No. 1/2: 141-157 97

Psychological and demographic characteristics as determinants of women's health insurance coverage. Arthur Dolinsky and Richard K. Caputo. *J Cons Aff*, Vol. 31, No. 2: 218-237 Winter 97

Racial differences in consumer environmental concern. Stephen J. Newell and Corliss L. Green. *J Cons Aff*, Vol. 31, No. 1: 53-69 Summer 97

Rationale, benefits, and methods of service-learning in marketing education. Debbie Easterling and Fredrica Rudell. *JEB*, Vol. 73, No. 1: 58-61 Sep/Oct 97

Retail stores in poor urban neighborhoods. Linda F. Alwitt and Thomas D. Donley. *J Cons Aff*, Vol. 31, No. 1: 139-164 Summer 97

Salesperson's accent and gender, and consumer purchase intentions: Implications for Latino salespersons in Mexico and the United States. Oscar W. DeShields, Jr., Gilberto de los Santos, Olivia Aguire Berumen, and Celia Cristina Orozco Torres. *J Int Cons Mkt*, Vol. 9, No. 3: 7-23 97

Socialization, gender, and adolescent's self-reports of their generalized use of product labels. Tamara F. Mangleburg, Dhruv Grewal and Terry Bristol. *J Cons Aff*, Vol. 31, No. 2: 255-279 Winter 97

Strategic responses to parallel importing. Soo J. Tan, Guan H. Lim and Khai S. Lee. *J Global Mkt*, Vol. 10, No. 4: 45-66 97

Student-generated exams: Testing and learning. Donna H. Green. *JME*, 43-53 Summer 97

The choice of entry modes and theories of foreign direct investment. H. Chang Moon. *J Global Mkt*, Vol. 11, No. 2: 43-64 97

The effect of satisfaction and familiarity on intention: Multiple-destination context. Kuang-Jung Chen. *J Int Cons Mkt*, Vol. 10, No. 1/2: 159-173 97

The emerging consumer culture in Mexico: An exploratory investigation of compulsive buying in Mexican young adults. James A. Roberts and Carlos Ruy Martinez. *J Int Cons Mkt*, Vol. 10, No. 1/2: 7-31 97

The fourth-generation marketing curriculum: Meeting AACSB's guidelines. Steven Pharr and Linda J. Morris. *JME*, 31-43 Fall 97

The impact of country-of-origin and country-of-manufacture cues on consumer perceptions of quality and value. Gopalkrishnan R. Iyer and Jukti K. Kalita. *J Global Mkt*, Vol. 11, No. 1: 7-28 97

The international marketing literature: Topics, trends and contributors. Rajshekhar G. Javalgi, Bob D. Cutler, S. R. Rao, and D. Steven White. *J Teach Int Bus*, Vol. 8, No. 3: 21-43 97

The perceptions of the status of reengineering of marketing processes among American marketing professionals. Timothy W. Aurand. Northern Illinois University, Doctoral dissertation, 96

The pricing processes of exporters: A comparative study of the challenges facing U.S. and Mexican firms. Matthew B. Myers. *J Global Mkt*, Vol. 10, No. 4: 95-115 97

The standardisation debate in international marketing. Jeryl Whitelock and Carole Pimblett. *J Global Mkt*, Vol. 10, No. 3: 45-66 97

The use of sponsorship-linked marketing by tobacco firms: International public policy issues. T. Bettina Cornwell. *J Cons Aff*, Vol. 31, No. 2: 238-254 Winter 97

Tradeoffs between price and quality: How a value index affects preference formation. Elizabeth H. Creyer and William T. Ross, Jr. *J Cons Aff*, Vol. 31, No. 2: 280-302 Winter 97

Communications

A critical analysis of USAir's image repair discourse. William L. Benoit and Anne Czerwinski. *Bus Com Qtly*, Vol. 60, No. 3: 38-57 Sep 97

A guide to using color effectively in business communication. Scott L. Jones. *Bus Com Qtly*, Vol. 60, No. 2: 76-88 June 97

A managerial perspective: Oral communication competency is most important for business students in the workplace. Jeanne D. Maes, Teresa G. Weldy and Marjorie L. Icenogle. *J Bus Com*, Vol. 34, No. 1: 67-80 Jan 97

A source accessibility effect on media selection. Edward W. Christensen and James R. Bailey. *Mgt Com Qtly*, Vol. 10, No. 3: 373-387 Feb 97

A visual heuristic for promoting a rhetorically based job search. Helen Foster. *Bus Com Qtly*, Vol. 60, No. 1: 163-165 Mar 97

An examination of organizational communication as a moderator of the relationship between job performance and job satisfaction. John D. Pettit, Jr., Jose R. Goris and Bobby C. Vaught. *J Bus Com*, Vol. 34, No. 1: 81-98 Jan 97

An implementation model for a communication across the curriculum program. Jackie L. Jankovich and Karen Sterkel Powell. *Bus Com Qtly*, Vol. 60, No. 2: 9-19 June 97

Applying Kolb learning style theory in the communication classroom. Julie E. Sharp. *Bus Com Qtly*, Vol. 60, No. 2: 129-134 June 97

Appropriate relational messages in direct selling interaction: Should salespeople adapt to buyers' communicator style? Jamie Comstock and Gary Higgins. *J Bus Com*, Vol. 34, No. 4: 401-418 Oct 97

Book review: Dr. Mary Ellen Guffey's communication resources by Mary Ellen Guffey. Carlos Salinas. *Bus Com Qtly*, Vol. 60, No. 4: 134-135 Dec 97

Book review: Effective business communications by Herta A. Murphy, Herbert W. Hildebrandt, and Jane P. Thomas. Alisa Clapp-Itnyre. *Bus Com Qtly*, Vol. 60, No. 3: 146-148 Sep 97

Book review: Reputation: Realizing value from the corporate image by Charles J. Fombrun. Paul A. Argenti. *Mgt Com Qtly*, No. 2: 310-313 Nov 97

Business communication and the natural environment: Using traditional and contemporary perspectives to understand the connections. Connie Bullis. *J Bus Com*, Vol. 34, No. 4: 455-477 Oct 97

Communication in a changing environment. Betty S. Johnson. *NBEA Yrbk*, No. 35: 112-118 97

Communication mistakes only really smart people make. Pat Wagner. *Recs Mgt Qtly*, Vol. 31, No. 3: 13-14, 16-17 July 97

Communication training in corporate settings: Lessons and opportunities for the academe. Thaddeus McEwen. *Mid-Amer J Bus*, Vol. 12, No. 1: 49-58 Spring 97

Cross-sectioning mock job interviews for peer evaluation. Jay Lundelius and Emma Poon. *Bus Com Qtly*, Vol. 60, No. 1: 165-170 Mar 97

Decision making under time pressure: An investigation of decision speed and decision quality of computer-supported groups. C. A. P. Smith and Stephen C. Hayne. *Mgt Com Qtly*, Vol. 11, No. 1: 97-126 Aug 97

Discourse at our disposal: Stories in and around the garbage can. Ellen S. O'Connor. *Mgt Com Qtly*, Vol. 10, No. 4: 395-432 May 97

"Dressing down" in the business communication curriculum. William McPherson. *Bus Com Qtly*, Vol. 60, No. 1: 134-146 Mar 97

Ethics in strategic communication campaigns: The case for a new approach to public relations. Carl Botan. *J Bus Com*, Vol. 34, No. 2: 188-202 Apr 97

Experiential learning, cases, and simulations in business communication. Peter M. Saunders. *Bus Com Qtly*, Vol. 60, No. 1: 97-114 Mar 97

Further conceptualization of explanation in negative messages. Mohan R. Limaye. *Bus Com Qtlly*, Vol. 60, No. 2: 38-50 June 97

Identification with multiple targets in a geographically dispersed organization. Craig R. Scott. *Mgt Com Qtlly*, Vol. 10, No. 4: 491-522 May 97

Integrating managerial ethics into the business communication curriculum. Paula E. Brown and Jean Mausehund. *Bus Com Qtlly*, Vol. 60, No. 1: 77-91 Mar 97

Integration of communication/interpersonal skills in AACSB-accredited schools with four-and five-year accounting programs. Sarah A. Hart, Mitchell J. Muehsam and Diane Green. *DPE J*, Vol. 39, No. 1: 1-11 Winter 97

Integration versus distribution in contract negotiations: An interaction analysis of strategy use. Elizabeth M. Goering. *J Bus Com*, Vol. 34, No. 4: 383-400 Oct 97

Leader-member exchange, the "Pelz effect," and cooperative communication between group members. Jaesub Lee. *Mgt Com Qtlly*, Vol. 11, No. 2: 266-287 Nov 97

Learning from business at the 1996 Western Regional Conference. Michael Hassett and Richard Pompian. *Bus Com Qtlly*, Vol. 60, No. 3: 78-88 Sep 97

Learning styles and teaching styles: Who should adapt to whom? Thomas C. Thompson. *Bus Com Qtlly*, Vol. 60, No. 2: 125-127 June 97

Liability means never being able to say you're sorry: Corporate guilt, legal constraints, and defensiveness in corporate communication. Lisa Tyler. *Mgt Com Qtlly*, Vol. 11, No. 1: 51-73 Aug 97

Listening competency in the workplace: A model for training. Lynn O. Cooper. *Bus Com Qtlly*, Vol. 60, No. 4: 75-84 Dec 97

Men's and women's organizational peer relationships: A comparison. Janie Harden Fritz. *J Bus Com*, Vol. 34, No. 1: 27-46 Jan 97

New directions for an old department. Gregg Condon and Jack Hoggatt. *JEB*, Vol. 72, No. 6: 331-335 July/Aug 97

On the road to maturity. N. Lamar Reinsch, Jr. *J Bus Com*, Vol. 34, No. 2: 220-226 Apr 97

Organizational communication in the 21st century: Informal discussion. M. Scott Poole, Linda L. Putnam and David R. Seibold. *Mgt Com Qtlly*, Vol. 11, No. 1: 127-138 Aug 97

Perceptions of social-sexual communication at work as sexually harassing. Denise Haunani Solomon and Mary Lynn Miller Williams. *Mgt Com Qtlly*, Vol. 11, No. 2: 147-184 Nov 97

Research in corporate communication: An overview of an emerging field. Cees B. M. van Riel. *Mgt Com Qtlly*, Vol. 11, No. 2: 288-313 Nov 97

Risk communication: Involvement, uncertainty, and control's effect on information scanning and monitoring by expert stakeholders. Robert L. Heath and Christine Diana Gay. *Mgt Com Qtlly*, Vol. 10, No. 3: 342-372 Feb 97

Signs in the workplace: Semiotics and human performance technology. Marcy P. Driscoll, Nancy Gilbert and Khalifa Bakhouch. *PIQ*, Vol. 10, No. 4: 17-30 97

Speaker credibility in persuasive work situations. Roberta H. Krapels and Vanessa D. Arnold. *Bus Ed Forum*, Vol. 52, No. 2: 24-26 Dec 97

Telling business stories. Thomas Loughman. *Bus Com Qtly*, Vol. 60, No. 4: 85-87 Dec 97

The audience for research. Linda Beamer, Joel P. Bowman, David P. Dauwalder, Kitty O. Locker and Charlotte Thralls. *Bus Com Qtly*, Vol. 60, No. 3: 124-145 Sep 97

The company division meeting: A business communication simulation. Janet E. Hildebrand. *Bus Com Qtly*, Vol. 60, No. 3: 96-106 Sep 97

The development of a structured ethical integrity interview for pre-employment screening. John C. Hollwitz and Donna R. Pawlowski. *J Bus Com*, Vol. 34, No. 2: 203-219 Apr 97

The effect of interactive multimedia on learning styles. Stevina U. Evuleocha. *Bus Com Qtly*, Vol. 60, No. 2: 127-129 June 97

The ethics of strategic ambiguity. Jim Paul and Christy A. Strbiak. *J Bus Com*, Vol. 34, No. 2: 149-159 Apr 97

The frequency and seriousness of communication barriers in the auditor-client relationship. Steven P. Golen, Anthony H. Catanach, Jr. and Cindy Moeckel. *Bus Com Qtly*, Vol. 60, No. 3: 23-37 Sep 97

The masterpiece assignment. Jennie Carter Thomas. *Bus Ed Forum*, Vol. 51, No. 4: 38-40 Apr 97

The nature of business communication: The integration of theory and practice. Iris I. Varner and Paula J. Pomerence. *J Bus Train Ed*, Vol. 5: 22-34 96

The power of language in team dynamics by Anne Donnellon. Michael Netzley. *Bus Com Qtly*, Vol. 60, No. 3: 150-153 Sep 97

Theory and practice: Implications for the implementation of communication technology in organizations. Sandra L. Herndon. *J Bus Com*, Vol. 34, No. 1: 121-129 Jan 97

Total quality management, organizational commitment, perceived organizational support, and intraorganizational communication. Myria W. Allen and Robert M. Brady. *Mgt Com Qtly*, Vol. 10, No. 3: 316-341 Feb 97

Use and impact of informal third-party discussions in interpersonal conflicts at work. Roger J. Volkema, Thomas J. Bergmann and Katherine Farquhar. *Mgt Com Qtly*, Vol. 11, No. 2: 185-216 Nov 97

Users' individual communicative responses to intraorganizationally implemented innovations and other planned changes. Laurie K. Lewis. *Mgt Com Qtly*, Vol. 10, No. 4: 455-490 May 97

Using gender balance to enhance teaching effectiveness. Roosevelt D. Butler. *Bus Com Qtly*, Vol. 60, No. 3: 93-96 Sep 97

Using the World Wide Web to teach employment communication. K. Virginia Hemby. *Bus Com Qtly*, Vol. 60, No. 1: 161-163 Mar 97

Visual ethics. Donna S. Kienzler. *J Bus Com*, Vol. 34, No. 2: 171-187 Apr 97

Wetlands Web site: Course efficiency and audience complexity. Linda Driskill. *Bus Com Qtly*, Vol. 60, No. 4: 93-95 Dec 97

What communication abilities do practitioners need? Evidence from MBA students. N. Lamar Reinsch, Jr., and Annette N. Shelby. *Bus Com Qtly*, Vol. 60, No. 4: 7-29 Dec 97

Workplace aggression as a consequence of negative performance feedback. Deanna Geddes and Robert A. Baron. *Mgt Com Qtly*, Vol. 10, No. 4: 433-454 May 97

Workplace competencies: Trends in advertised entry-level technology, interpersonal, and basic communication job skills, 1992-1995. Alexa Bryans North and William E. Worth. *OSR J*, Vol. 15, No. 1: 1-6 Spring 97

World-class challenges for business communication: Concepts, competence, and connections. Daphne A. Jameson. *Bus Com Qtly*, Vol. 60, No. 2: 144-149 June 97

Business English

Book review: The business writer's handbook by Charles T. Brusaw, Gerald J. Alred, and Walter E. Ollu. Natalie Stillman-Webb. *Bus Com Qtly*, Vol. 60, No. 3: 148-150 Sep 97

Book review: ActionGrammar by Joanne Feierman. Charles M. Ray. *Bus Com Qtly*, Vol. 60, No. 1: 173-174 Mar 97

Customizing grammar checking. Nelda H. Spinks, Barron W. Wells and Melanie Meche. *Bus Ed Forum*, Vol. 52, No. 1: 24-26 Oct 97

Does "gramma-tik" you off? Lorraine Ray. *Bus Com Qtly*, Vol. 60, No. 1: 92-96 Mar 97

Collaboration

Bringing reflective learning to the marketing research course: A cooperative learning project using intergroup critique. Timothy R. Graeff. *JME*, 53-64 Spring 97

Effective pedagogy for student-team projects. Madan M. Batra, Barbara E. Walvoord and Krish S. Krishnan. *JME*, 26-42 Summer 97

Exploring the relationship between self-construal and dimensions of group effectiveness. John G. Oetzel and Keri Bolton-Oetzel. *Mgt Com Qtly*, Vol. 10, No. 3: 289-315 Feb 97

Facilitating computer-supported meetings: An exploratory comparison of U.S. and Mexican facilitators. Fred Niederman. *J Global IM*, Vol. 5, No. 1: 17-26 Winter 97

Improving high school students' performance via discovery learning, collaboration and technology. Marianne B. Carlin, Leonard Ciaccio, James Sanders, and Michael Kress. *THE J*, Vol. 24, No. 10: 62-65 May 97

Netmeeting 2.0: A tool for virtual collaboration. Marie E. Flatley. *Bus Com Qtly*, Vol. 60, No. 4: 101-103 Dec 97

Self-managing teams, quality of work life, and productivity: A field study. Dean Elmuti and Yunus Kathawala. *Mid-Amer J Bus*, Vol. 12, No. 1: 19-25 Spring 97

Simulation games in business policy courses: Is there value for students? Bruce A. Walters, Terry M. Coalter and Abdul M. A. Rasheed. *JEB*, Vol. 72, No. 3: 170-174 Jan/Feb 97

Student perceptions of teamwork in the classroom: An analysis by gender. Melody W. Alexander and Sabrina F. Stone. *Bus Ed Forum*, Vol. 51, No. 3: 7-10 Feb 97

Teaching collaborative writing with group support systems software—an experiment. Carolee Sormunen and Charles M. Ray. *DPE J*, Vol. 38, No. 3: 125-138 Summer 96

Teams: It's all in the planning. Lawrence Holpp. *T&D*, Vol. 51, No. 4: 44-47 Apr 97

The nature and social uses of the Internet: A qualitative investigation. Isabelle Maignan and Bryan A. Lukas. *J Cons Aff*, Vol. 31, No. 2: 346-371 Winter 97

The use of two electronic idea generation techniques in strategy planning meetings. Milam Aiken, Hugh Sloan, Joseph Paolillo, and Luvai Motiwalla. *J Bus Com*, Vol. 34, No. 4: 370-382 Oct 97

Using 21st century group communication tools. Marie E. Flatley. *Bus Ed Forum*, Vol. 51, No. 3: 15-16 Feb 97

Court Reporting

Are you stressed or eustressed? Richard J. Ensmen, Jr. *J CR*, Vol. 58, No. 4: 42-45 Feb 97

Communicating with realtime. Jonathan Young. *J CR*, Vol. 58, No. 6: 30-35 Apr 97

Courts go back to the future. *J CR*, Vol. 58, No. 10: 38-39 Aug/Oct 97

Customer service and the courts. Roger K. Warren. *J CR*, Vol. 59, No. 2: 42-43 Dec 97

Cyberspace chess. Mark Kislingbury. *J CR*, Vol. 59, No. 1: 58-59 Nov 97

Determinants of computer-mediated communication success among knowledge workers in Saudi Arabia. Abdulla H. Abdul-Gader. *J CIS*, Vol. 38, No. 1: 55-66 Fall 97

Direct-mail marketing: A cost-effective way to expand your contacts with prospective clients. Jill Berman Levy. *J CR*, Vol. 58, No. 3: 38-41 Jan 97

Document imaging: How to decide. Reesa [unclear]. *J CR*, Vol. 58, No. 9: 42-43 July 97

Entering other zones with your business. Judith H. Brentano. *J CR*, Vol. 58, No. 7: 40-42 May 97

Expanding your PR markets. *J CR*, Vol. 58, No. 6: 44-47 Apr 97

FCC mandates captioning. Gary D. Robson. *J CR*, Vol. 59, No. 2: 30-33 Dec 97

Five new retirement plans from NCRA. *J CR*, Vol. 58, No. 9: 40-41 July 97

Getting to know your fellow justice system professionals. Kriss K. Winchester. *J CR*, Vol. 58, No. 7: 36-39 May 97

How do we develop professional court reporters? *J CR*, Vol. 58, No. 8: 32-36 June 97

How those who help market attorneys feel about marketing to attorneys. *J CR*, Vol. 58, No. 3: 34-37 Jan 97

How to get the most from your advertising dollar. Kriss Winchester. *J CR*, Vol. 58, No. 3: 42-44 Jan 97

Image of the court reporter: How our legal partners perceive us. Jacqueline Schmidt. *J CR*, Vol. 58, No. 7: 32-34 May 97

It's a matter of ethics: Communicating responsibly online. Ben Rogner. *J CR*, Vol. 58, No. 9: 44-45 July 97

It's a matter of ethics: New code provisions. *J CR*, Vol. 59, No. 2: 46-47 Dec 97

It's a matter of ethics: Surviving through ethics, Part II. Rushworth M. Kidder. *J CR*, Vol. 58, No. 3: 50-51 Jan 97

It's a matter of ethics: Teacher and student—one and the same. William D. Brown. *J CR*, Vol. 58, No. 5: 48 Mar 97

It's a matter of ethics: Whose transcript is it, anyway? Therese Casterline. *J CR*, Vol. 58, No. 7: 49 May 97

It's a matter of ethics: Libel and the Internet. Todd Woody. *J CR*, Vol. 58, No. 6: 48, 51 Apr 97

Juggling your home & office. *J CR*, Vol. 58, No. 5: 30-35 Mar 97

Let the realtime games begin. Judy Brennano. *J CR*, Vol. 58, No. 4: 38-40 Feb 97

Life after retirement. Taylor Reese. *J CR*, Vol. 58, No. 10: 41, 43 Aug/Oct 97

Managing official reporters. Dan Heath. *J CR*, Vol. 58, No. 8: 50-51 June 97

Managing your money with personal finance software. Katie Lachance. *J CR*, Vol. 59, No. 2: 34-36 Dec 97

NCRA's first interactive distance seminar. Cassie Lee Bichy. *J CR*, Vol. 59, No. 1: 60-61 Nov 97

New independent contractor regulations. James R. Urquhart, III. *J CR*, Vol. 58, No. 3: 30-33 Jan 97

Paint outside the lines. Nancy L. Catuogno. *J CR*, Vol. 58, No. 6: 43-44 Apr 97

Plan for business success and maximize marketing dollars. Pamela Larson Truax and Monique Reece Myron. *J CR*, Vol. 59, No. 2: 48-49 Dec 97

Reading back in the realtime age. *J CR*, Vol. 58, No. 8: 40-42, 44 June 97

Realtime, compensation and official reporters, Part I. *J CR*, Vol. 58, No. 9: 32-34 July 97

Realtime, compensation and official reporters, Part II. *J CR*, Vol. 58, No. 10: 48-49 Aug/Oct 97

Reopening the courthouse door. Theodore F. Burtzos. *J CR*, Vol. 58, No. 9: 36-38 July 97

Reporting around the world—Several reporters share their experiences while working in other countries. Joseph A. De Souza, Lily Leung, David Cullen, Brenda Matzov and Marie Walker. *J CR*, Vol. 58, No. 10: 28-37 Aug/Oct 97

Reporting stars: The people of our profession. Dan Heath. *J CR*, Vol. 58, No. 4: 26-35 Feb 97

Secrets to effective collection. *J CR*, Vol. 58, No. 5: 36-40 Mar 97

Six ways to write faster. *J CR*, Vol. 58, No. 8: 38-39 June 97

Some implications of the '97 Tax Act. Walter H. Deyhle. *J CR*, Vol. 59, No. 1: 52-53 Nov 97

Switching seats. Robert L. Wolf. *J CR*, Vol. 58, No. 8: 48-49 June 97

The benefits of a college education. Scott Landon. *J CR*, Vol. 58, No. 10: 44 Aug/Oct 97

The four obstacles to financial success. Ric Edelman. *J CR*, Vol. 58, No. 3: 46-49 Jan 97

The new millennium reporter. Paul Haynes. *J CR*, Vol. 58, No. 9: 28-31 July 97

The realtime way of life. Gary Carlson. *J CR*, Vol. 58, No. 5: 42-43 Mar 97

Thinking about our future. J. Edward Varallo. *J CR*, Vol. 59, No. 2: 38-40 Dec 97

Trends in freelance reporting—Part I. J CR, Vol. 59, No. 1: 54-56 Nov 97

Trends in freelance reporting—Part II. J CR, Vol. 59, No. 2: 44-45 Dec 97

Using our imaginations and our steno skills. J CR, Vol. 58, No. 6: 36-41 Apr 97

Who is that reading over your shoulder? J CR, Vol. 58, No. 5: 44-47 Mar 97

You need to plan for retirement now. Christopher Poch. J CR, Vol. 58, No. 8: 52-54 June 97

Electronic

56Kbps modems: Be aware before you buy. Curt Harler. Man Off Tech, Vol. 42, No. 9: 40-41 Sep 97

A community-corporate DL partnership: Teaching conflict resolution to middle school students. Marcelle C. Lovett and David P. Walzak. THE J, Vol. 25, No. 1: 52-55 Aug 97

A guide to multimedia in the next millennium. Sacha Cohen. T&D, Vol. 51, No. 8: 33, 35-36, 38, 40, 43-44 Aug 97

A heuristic for defining the purpose of a client's WWW site. Laurie Cubbison. Bus Com Qtly, Vol. 60, No. 4: 95-98 Dec 97

A job by any other name. Jana Jopson and Hershella Smith. T&D, Vol. 51, No. 6: 28-30 June 97

A longitudinal study of electronic communications. Marilyn Wilkins and Karen S. Nantz. OSR J, Vol. 15, No. 2: 20-26 Fall 97

A new approach to learning: Strategic alliances and high technology. Philip M. Lowe and John A. Sasso. THE J, Vol. 25, No. 4: 48 Oct 97

A start-up guide to distance learning. Donna Abernathy. T&D, Vol. 51, No. 12: 39-43, 45-47 Dec 97

Approaching 2000: Making "remote access" less remote. Woody Benson. Man Off Tech, Vol. 42, No. 12: 28-29 Dec 97

Blending learning modalities: A return to the "high tech/high touch" concept. Timothy Gray Davies. THE J, Vol. 24, No. 10: 66-68 May 97

Book review: E-mail security—How to keep your electronic messages private by Bruce Schneier. April L. Dmytrenko. Recs Mgt Qtly, Vol. 31, No. 3: 60-61 July 97

Cut the e-mail load: Ten hints. Sheryl Lindsell-Roberts. Man Off Tech, Vol. 42, No. 10: 40 Oct 97

Designing accessible online help. Butler Newman and Robert W. Riner. T&D, Vol. 51, No. 3: 41-44 Mar 97

Digital technologies to the rescue. Tom Barron. T&D, Vol. 51, No. 1: 36-39 Jan 97

Documentation of electronic sources. Ruth Carroll. Bus Ed Forum, Vol. 51, No. 4: 7-10 Apr 97

EdTech does it online at Pepperdine University. Sue Talley. THE J, Vol. 24, No. 10: 69-71 May 97

Electronic catalogs: Buying and selling on the Web. Lura K. Romei. Man Off Tech, Vol. 42, No. 8: 16-21 Aug 97

Ethical implications of technological advances on business communication. Richard T. Herschel and Patricia Hayes Andrews. J Bus Com, Vol. 34, No. 2: 160-170 Apr 97

Face-to-face versus computer-mediated communication: A synthesis of the experimental literature. Prashant Bordia. *J Bus Com*, Vol. 34, No. 1: 99-120 Jan 97

Faculty development video conferences: What we have learned. Henry Hartman and Bob Crook. *THE J*, Vol. 24, No. 8: 69-72 Mar 97

Fax automation slashes costs. *Man Off Tech*, Vol. 42, No. 1: 38 Jan 97

Fax grows through multifunctionality. John C. Dupree. *Man Off Tech*, Vol. 42, No. 2: 36 Feb 97

Fax servers enhance fax broadcasting. *Man Off Tech*, Vol. 42, No. 6: 40 June 97

Featured performers. Tom Krattenmaker. *Off Sys*, Vol. 14, No. 11: 46, 48-49 Nov 97

Frequently asked questions: Fax machines. *Off Sys*, Vol. 14, No. 1: 22, 24 Jan 97

How to incorporate multimedia in the business communication classroom—without learning new software packages. Aline Wolff. *Bus Com Qtly*, Vol. 60, No. 3: 110-113 Sep 97

Impact North Carolina: 21st century education, update on progress and activity. Richard Riedl and Shannon Carroll. *THE J*, Vol. 25, No. 5: 47-50 Dec 97

Improving electronic communication skills. Judy Diffley and Jean Anna Sellers. *Bus Tchr*, Vol. 51, No. 1: 6 Fall 97

Internet access: Direct or on-line service? *Man Off Tech*, Vol. 42, No. 2: 32-33 Feb 97

Internet e-mail: What are the options? Christopher Logan. *Man Off Tech*, Vol. 42, No. 10: 30-31 July 97

Internet fax 101: An introduction to the technology and issues. Denine Phillips. *Man Off Tech*, Vol. 42, No. 11: 31-32 Nov 97

Investigating the genre of a business fax: A Finnish case study. Leena Louhiala-Salminen. *J Bus Com*, Vol. 34, No. 3: 316-333 July 97

It's a matter of ethics: Libel and the Internet. Todd Woody. *J CR*, Vol. 58, No. 6: 48, 51 Apr 97

Look what arrived in the e-mail. Mary Ellen Nourse. *Bus Ed Forum*, Vol. 52, No. 2: 45-47 Dec 97

Mandatory use of electronic mail and user acceptance: A case study. Hao Lou, Anne McClanahan and Ellsworth Holden. *Mid-Amer J Bus*, Vol. 12, No. 2: 57-61 Fall 97

Marketing departments on the World Wide Web: State of the art and recommendations. Donald A. McBane. *JME*, 14-25 Spring 97

Message masters. Erin Rodewald. *Off Sys*, Vol. 14, No. 7: 30-32 July 97

Multimedia file literacy for students. William H. Baker and Gary D. Baker. *Bus Com Qtly*, Vol. 60, No. 3: 113-116 Sep 97

Multimedia resources. Thomas Clark. *Bus Com Qtly*, Vol. 60, No. 3: 108-110 Sep 97

My favorite fax machine. Sean Winfield. *Off Sys*, Vol. 14, No. 3: 34, 36, 38 Mar 97

Netmeeting 2.0: A tool for virtual collaboration. Marie E. Flatley. *Bus Com Qtly*, Vol. 60, No. 4: 101-103 Dec 97

Networking multimedia training. Joel Rakow. *Training*, Vol. 34, No. 3: 61-65 Mar 97

- Organizations and e-mail usage. Roberta H. Krapels and Frederick K. Moss. *Bus Com Qtly*, Vol. 60, No. 3: 117-123 Sep 97
- Perceived values of computer-mediated communication use for business instruction. Cynthia C. Gillispie. Virginia Polytechnic Institute and State University, Doctoral dissertation, 96
- Relationships between telecommuting workers and their managers: An exploratory study. N. Lamar Reinsch, Jr. *J Bus Com*, Vol. 34, No. 4: 343-369 Oct 97
- Research think tank: "Complexifying" international communication and communication technology. Gail Fann Thomas. *Bus Com Qtly*, Vol. 60, No. 4: 105-111 Dec 97
- Searching the World Wide Web. Konnie G. Kustron. *Recs Mgt Qtly*, Vol. 31, No. 3: 8-10, 12, 22 July 97
- Secure the area. Dennie Phillips. *Off Sys*, Vol. 14, No. 5: 36-39, 58 May 97
- Student attitudes toward written, oral, and e-mail communication. Patricia A. Merrier and Ruthann Dirks. *Bus Com Qtly*, Vol. 60, No. 2: 89-99 June 97
- Student perceptions of electronic discussion groups. Silva S. Karayan and Judith A. Crowe. *THE J*, Vol. 24, No. 9: 69-71 Apr 97
- Survey research via e-mail: Assessing its strengths and weaknesses for use by the business educator. Allen D. Truell. *NABTE Rev*, No. 24: 58-61 97
- Technology in education and the next twenty-five years. Frank B. Withrow. *THE J*, Vol. 24, No. 11: 59-61 June 97
- Telecommuting in Singapore: Current status and a comparison with other countries. Lai Lai Tung, Shailendra Palvia, Lee Chia Huei, Loy Ye-Meng and Teng Min Yee. *J Global IM*, Vol. 5, No. 1: 27-35 Winter 97
- The best time to plant a tree was twenty-five years ago. Bernard J. Luskin. *THE J*, Vol. 24, No. 11: 81-83 June 97
- The evolution of policy and practice: Telecommunications-based instruction in Oklahoma. Phil Moss. *THE J*, Vol. 24, No. 9: 58-60 Apr 97
- The Internet and electronic communication systems in business and industry. Diane C. Davis. *Bus Ed Forum*, Vol. 51, No. 3: 11-14 Feb 97
- The making of a high-tech high school. Marlene Lozada. *Techniques*, Vol. 72, No. 5: 18-21, 32 May 97
- The moving bullseye: Preparing students for a career in multimedia. Charles Altschul and Laura Zarrow. *THE J*, Vol. 25, No. 3: 58-60 Oct 97
- The postman always clicks twice. Richard W. Pavely. *Off Sys*, Vol. 14, No. 7: 18-20, 23 July 97
- The use of two electronic idea generation techniques in strategy planning meetings. Milam Aiken, Hugh Sloan, Joseph Paolillo, and Luvai Motiwalla. *J Bus Com*, Vol. 34, No. 4: 370-382 Oct 97
- Think locally, train globally. Bob Filipczak. *Training*, Vol. 34, No. 1: 40-42, 44, 46, 48 Jan 97
- Using 21st century group communication tools. Marie E. Flatley. *Bus Ed Forum*, Vol. 51, No. 3: 15-16 Feb 97

Using e-mail in computer assisted freshman composition and rhetoric. Rebecca Dowden and Sharon Humphries. *THE J*, Vol. 24, No. 10: 74-75 May 97

Utilizing two-way interactive audio/video for distant audiences. Rex R. Cutshall and Dave Waltz. *Bus Ed Forum*, Vol. 51, No. 3: 19-20, 22 Feb 97

Video conferencing—You don't have to be present to present. Scott Heimes. *Present*, Vol. 11, No. 4: 34-36, 38, 40-41, 43-45 Apr 97

Voice mail lessons. Richard B. Elsberry. *Off Sys*, Vol. 14, No. 2: 14-16 Feb 97

Voice recognition technology. Patrick J. Highland. *Bus Ed Forum*, Vol. 52, No. 1: 30-32 Oct 97

Voice, video, and data: Making magic together. Lura K. Romei. *Man Off Tech*, Vol. 42, No. 9: 14-17, 19, 21 Sep 97

What's really new about multimedia. Michael L. Hillinger. *T&D*, Vol. 51, No. 8: 46-47, 49-52, 54-55 Aug 97

Written feedback on student assignments: Another look. Ros Byrne. *Bus Com Qtly*, Vol. 60, No. 2: 100-108 June 97

You make the call. John Derrick. *Off Sys*, Vol. 14, No. 7: 38-42 July 97

Multicultural

Addressing issues of cultural diversity in business communication. Janice Tovey. *Bus Com Qtly*, Vol. 60, No. 1: 19-30 Mar 97

African American and European American women in the workplace. Robert Shuter and Lynn H. Turner. *Mgt Com Qtly*, Vol. 11, No. 1: 74-96 Aug 97

An assessment of global communication awareness achieved through teamwork. Lillie Anderton-Lewis and Thelma C. King. *DPE J*, Vol. 39, No. 1: 12-23 Winter 97

An international course in international business writing: Belgium, Finland, the United States. Ulla M. Connor, Kenneth W. Davis, Teun De Rycker, Elisabeth Margaretha Phillips and J. Piet Verckens. *Bus Com Qtly*, Vol. 60, No. 4: 63-74 Dec 97

Approaches to managerial influence in the People's Republic of China. Kathleen J. Krone, Ling Chen and Hongwei Xia. *J Bus Com*, Vol. 34, No. 3: 289-315 July 97

Book review: Case studies in international technical communication by Nancy L. Hoft. Karla Saari Kitalong. *Bus Com Qtly*, Vol. 60, No. 4: 132-134 Dec 97

Business communication and intercultural communication in Europe: The state of the art. S. Paul Verluysen. *Bus Com Qtly*, Vol. 60, No. 2: 135-143 June 97

Corporate annual report graphical communication in Hong Kong: effective or misleading? John K. Courtis. *J Bus Com*, Vol. 34, No. 3: 269-288 July 97

Cultural fluency: Results from a UK and Irish survey. Collin Randlesome and Andrew Myers. *Bus Com Qtly*, Vol. 60, No. 3: 9-22 Sep 97

"Dear friend"(?): Culture and genre in American and Canadian direct marketing letters. Roger Graves. *J Bus Com*, Vol. 34, No. 3: 235-252 July 97

Exploring the relationship between self-construal and dimensions of group effectiveness. John G. Oetzel and Keri Bolton-Oetzel. *Mgt Com Qtly*, Vol. 10, No. 3: 289-315 Feb 97

From conflict to harmony: A heterogeneous group in a business communication class in Turkey. Ayseli Usluata. *Bus Com Qtly*, Vol. 60, No. 1: 124-133 Mar 97

Intercultural communication for international business corporations. Li-Huei Sheng. University of Minnesota, Master's thesis, 96

Intercultural differences between Chinese and Americans in business. Laura Nowak and D. Dong. *Bus Com Qtly*, Vol. 60, No. 1: 115-123 Mar 97

Investigating the genre of a business fax: A Finnish case study. Leena Louhiala-Salminen. *J Bus Com*, Vol. 34, No. 3: 316-333 July 97

Languages and business: The Hong Kong mix. Jay Osborn Lundelius. *Bus Com Qtly*, Vol. 60, No. 4: 112-125 Dec 97

Managerial emotionality in Chinese factories. Kathleen J. Krone, Ling Chen, Diane Kay Sloan, and Linda M. Gallant. *Mgt Com Qtly*, Vol. 11, No. 1: 6-50 Aug 97

Metacommunication effects on international business negotiating in China. Jeanette W. Gilsdorf. *Bus Com Qtly*, Vol. 60, No. 2: 20-37 June 97

Multimedia as a teaching tool in business communication course delivery. David Liu and Linda Beamer. *Bus Com Qtly*, Vol. 60, No. 2: 51-66 June 97

Organizational communication and culture: A study of 10 Italian high-technology companies. Donald Dean Morley, Pamela Shockley-Zalabak and Ruggero Cesaria. *J Bus Com*, Vol. 34, No. 3: 253-268 July 97

Prejudice and behavioral archetypes: A new model for cultural-diversity training. Lyle Sussman. *Bus Com Qtly*, Vol. 60, No. 1: 7-18 Mar 97

Research think tank: "Complexifying" international communication and communication technology. Gail Fann Thomas. *Bus Com Qtly*, Vol. 60, No. 4: 105-111 Dec 97

The acculturation of immigrants to U.S. organizations: The case of Muslim employees. Khalid Mohammed Alkhazraji, William L. Gardner, III, Jeanette S. Martin, and Joseph G. P. Paolillo. *Mgt Com Qtly*, Vol. 11, No. 2: 217-265 Nov 97

Presentations

9 design and production stages for creating Web presentations. Gary Olsen. *Present*, Vol. 11, No. 4: 31-33 Apr 97

25 top hotels and conference centers for high-tech presentations. Robert Carey. *Present*, Vol. 11, No. 7: 34-36, 38, 40, 42 July 97

Add dimension to your presentations with document cameras. Wendy Webb. *Present*, Vol. 11, No. 12: 39-42 Dec 97

Avoiding ghosts and wash-outs: A three-step process for choosing the right projection screen. Wendy Webb. *Present*, Vol. 11, No. 4: 87-91 Apr 97

Book review: Presentations for decision makers by Marya W. Holcombe and Judith K. Stein. Charles M. Ray. *Bus Com Qtly*, Vol. 60, No. 1: 174-176 Mar 97

Bringing out the artist within. Chris Florio. *Present*, Vol. 11, No. 7: 55-58, 60 July 97

Buyers guide to LCD and DLP projectors. William Bohannon. *Present*, Vol. 11, No. 1: 53-57 Jan 97

Compressing and playing back digital video without creating a traffic jam. Jeff Sauer. Present, Vol. 11, No. 8: 61-62, 64-65 Aug 97

Create your own 35 mm slides with desktop color film recorders. Mary Ann Lidrbauch. Present, Vol. 11, No. 11: 71-74 Nov 97

CRT and light valve projectors: Where resolution and brightness converge. William Bohannon. Present, Vol. 11, No. 4: 47-55 Apr 97

Delivering presentations from the pulpit. Dave Zielinski. Present, Vol. 11, No. 12: 30-32, 34-36 Dec 97

DV camcorders: Digital video in the palm of your hand. Jeff Sauer. Present, Vol. 11, No. 10: 85-89 Oct 97

E-handouts extend your message beyond the presentation room. Sue Hinkin. Present, Vol. 11, No. 12: 28-29 Dec 97

Electronic whiteboards: Trusty sidekicks for digital-age presenters. Jon Hanke. Present, Vol. 11, No. 7: 45-46, 48-51 July 97

Follow the bouncing bullet: Add animation to your presentations. Sue Hinkin. Present, Vol. 11, No. 7: 31-32 July 97

How to present from afar. Curt Harler. Present, Vol. 11, No. 10: 47, 50, 52-54, 56, 58, 60, 62, 64, 66, 68 Oct 97

Inkjet printers: A little color can mean a lot. Patrick Norton. Present, Vol. 11, No. 12: 131-133, 136-137 Dec 97

It's showtime. Lin Gensing-Pophal. Off Sys, Vol. 14, No. 2: 28, 30-33, 38 Feb 97

Large-screen presentation monitors and displays: Persuasive power tools for small audiences. Jon Hanke. Present, Vol. 11, No. 11: 57-58, 60, 62-65 Nov 97

Make your slideshows interactive with branches and buttons. Steven C. Schatz. Present, Vol. 11, No. 9: 33-35 Sep 97

Making pictures perfect: How to add photos to presentations. Christine Saucier. Present, Vol. 11, No. 11: 44-46 Nov 97

Match the medium to the message. Dave Zielinski. Present, Vol. 11, No. 10: 36-38, 40, 42, 44, 46 Oct 97

Multimedia as a teaching tool in business communication course delivery. David Liu and Linda Beamer. Bus Com Qtly, Vol. 60, No. 2: 51-66 June 97

Multimedia authoring software. Chris Florio. Present, Vol. 11, No. 5: 61-66, 68-69 May 97

Multiple personalities: Presentation programs aren't all alike. Jon Hanke. Present, Vol. 11, No. 6: 55-56, 58, 60-62 June 97

Pixel the possibilities. Wayne Kawamoto. Present, Vol. 11, No. 8: 47-52 Aug 97

Plan, author, burn your first CD presentation. Chris Florio. Present, Vol. 11, No. 9: 36-40, 42, 44-45 Sep 97

Presentation dream machines. Jon Hanke. Present, Vol. 11, No. 10: 71-72, 74, 76, 78, 82-83 Oct 97

Presentation technology: Should you buy it through the mail? Wendy Webb. Present, Vol. 11, No. 11: 48-50, 52-54 Nov 97

Presenter's choice awards. Present, Vol. 11, No. 6: 79-82, 84, 86, 88 June 97

Scan converters: High-tech translators from computers to TVs. Jean M. Cook. Present, Vol. 11, No. 9: 47-48, 50-51 Sep 97

Scan your way to great presentation graphics. Christine Saucier. Present, Vol. 11, No. 6: 64-66, 68, 75-76 June 97

Set the scene: 9 design tips for creating better backgrounds. Sue Hinkin. Present, Vol. 11, No. 1: 29, 32 Jan 97

Show-and-tell software. Haidee E. Allerton. T&D, Vol. 51, No. 6: 20-23 June 97

Six key indicators guaranteed to reduce audience stress and increase your applause. Karen Susman. Recs Mgt Qtly, Vol. 31, No. 3: 18, 20-22 July 97

The 8 steps along Broadway produce a star sales proposal. Jonathan A. Rutter. Present, Vol. 11, No. 5: 33-35, 41 May 97

The art of persuasion. Dave Zielinski. Present, Vol. 11, No. 8: 38-44 Aug 97

The future of projection technology. Scott Heimes. Present, Vol. 11, No. 6: 30-32, 34-35 June 97

The greatest show on earth! Patrick O'Connor. Off Sys, Vol. 14, No. 7: 14-17 July 97

The power of the cube. Jon Hanke. Present, Vol. 11, No. 5: 53-54, 56-58 May 97

The status of presentation software and graphic design training. Marilyn R. Chalupa and Carolee Sormunen. DPE J, Vol. 38, No. 4: 222-236 Fall 96

The status of presentation software usage in the workplace. Marilyn R. Chalupa. OSR J, Vol. 15, No. 1: 33-41 Spring 97

The Web: A new presentation tool. Wendy Webb. Present, Vol. 11, No. 2: 32-37 Feb 97

The year in review: A compendium of products, technologies and trends that made news in 97. Present, Vol. 11, No. 12: A7-A61 Dec 97

The yellow pages to presentation skills training. Wendy Webb. Present, Vol. 11, No. 1: 35-36, 38, 40-41 Jan 97

Use of presentation graphics software by administrative support personnel: Implications for business educators. Melody W. Alexander. DPE J, Vol. 38, No. 3: 139-154 Summer 96

Use storyboards as visual guide for powerful presentations. Al Brown. Present, Vol. 11, No. 8: 33-34, 36 Aug 97

Video conferencing—You don't have to be present to present. Scott Heimes. Present, Vol. 11, No. 4: 34-36, 38, 40-41, 43-45 Apr 97

Video how to plan it, script it, cast it, edit it on budget. Jeff Sauer. Present, Vol. 11, No. 5: 42-44, 46, 48, 50 May 97

Web-weaving 101. Jon Hanke. Present, Vol. 11, No. 9: 57-58, 60, 62, 64, 66 Sep 97

Speaking face-to-face versus computer-mediated communication: A synthesis of the experimental literature. Prashant Bordia. J Bus Com, Vol. 34, No. 1: 99-120 Jan 97

Introducing business communication students to automated speech recognition. Ruthann Dirks and Marvin J. Dirks. JEB, Vol. 72, No. 3: 153-156 Jan/Feb 97

Recording stars. C. Thomas Veilleux. Off Sys, Vol. 14, No. 9: 33, 35-36 Sep 97

The art of persuasion. Dave Zielinski. Present, Vol. 11, No. 8: 38-44 Aug 97

Writing

A framed letter. Beverly A. Chiodo and Barbara Hatcher. Bus Ed Forum, Vol. 51, No. 3: 28-29, 31 Feb 97

A heuristic for generating and organizing the strategy or policy report. Kathleen Kelly and Natalie Taylor Weaver. Bus Com Qtly, Vol. 60, No. 1: 31-40 Mar 97

An international course in international business writing: Belgium, Finland, the United States. Ulla M. Connor, Kenneth W. Davis, Teun De Rycker, Elisabeth Margaretha Phillips and J. Piet Verckens. Bus Com Qtly, Vol. 60, No. 4: 63-74 Dec 97

Book review: The business writer's handbook by Charles T. Brusaw, Gerald J. Alred, and Walter E. Ollu. Natalie Stillman-Webb. Bus Com Qtly, Vol. 60, No. 3: 148-150 Sep 97

Book review: The Harbrace office handbook by Doris H. Whalen and Brian G. Wilson. Barry Eckhouse. Bus Com Qtly, Vol. 60, No. 1: 171-173 Mar 97

Book review: ActionGrammar by Joanne Feierman. Charles M. Ray. Bus Com Qtly, Vol. 60, No. 1: 173-174 Mar 97

Bullets, boxes, and borders. Jennie Hunter, Rita Noel and Jeff Bewsey. NABTE Rev, No. 24: 8-19 97

Capturing, examining, and responding to mathematical thinking through writing. Arthur B. Powell. Clearings, Vol. 71, No. 1: 21-25 Sep/Oct 97

Case preparation to improve writing assignments. Sandra J. Nelson, Laura McLeod and Leona M. Gallion. J Bus Train Ed, Vol. 6: 77-85 97

Convincing the recruiter: A comparison of resume formats. Kevin M. McNeilly and Terri Feldman Barr. JEB, Vol. 72, No. 6: 359-363 July/Aug 97

Corporate advisory boards, portfolio assessment, and business and technical writing program development. W. Tracy Dillon. Bus Com Qtly, Vol. 60, No. 1: 41-58 Mar 97

Corporate annual report graphical communication in Hong Kong: effective or misleading? John K. Curtis. J Bus Com, Vol. 34, No. 3: 269-288 July 97

"Dear friend"(?): Culture and genre in American and Canadian direct marketing letters. Roger Graves. J Bus Com, Vol. 34, No. 3: 235-252 July 97

Debates via computer networks: Improving writing & bridging classrooms. Jon M. Peha. THE J, Vol. 24, No. 9: 65-68 Apr 97

Discourse in the marketplace: The making of meaning in annual reports. Jane Thomas. J Bus Com, Vol. 34, No. 1: 47-66 Jan 97

Documentation of electronic sources. Ruth Carroll. Bus Ed Forum, Vol. 51, No. 4: 7-10 Apr 97

Does "gramma-tik" you off? Lorraine Ray. Bus Com Qtly, Vol. 60, No. 1: 92-96 Mar 97

E-COMP: A few words about teaching writing with computers. Bryan Alexander, James Crowley, Deanne Lundin, Vicki Mudry, Stephanie Palmer and Eric Rabkin. THE J, Vol. 25, No. 2: 66-67 Sep 97

Formative assessment and the paradigms of writing center practice. Joe Law and Christina Murphy. *Clearings*, Vol. 71, No. 2: 106-108 Nov/Dec 97

Formative assessment as educational and administrative adhesive: Establishing an elementary school writing center. Brad Wilcox, Marcia Howell Anstead and Sharon Black. *Clearings*, Vol. 71, No. 2: 109-112 Nov/Dec 97

Formats for the citation of electronic sources in business writing. Mary Ellen Guffey. *Bus Com Qtly*, Vol. 60, No. 1: 59-76 Mar 97

From letter writing to report writing: Bridging the gap. Lorraine Krajewski and Gwendolyn Smith. *Bus Com Qtly*, Vol. 60, No. 4: 88-90 Dec 97

How accounting educators can help improve their students' writing skills. Alan Reinstein and James P. Trebby. *JEB*, Vol. 73, No. 2: 105-113 Nov/Dec 97

Incorporating performance reviews into the business writing classroom. Bob Bergland. *Bus Com Qtly*, Vol. 60, No. 4: 52-62 Dec 97

Internet-based assignments and written business communication: A logical union. Zane K. Quible. *Bus Com Qtly*, Vol. 60, No. 4: 98-101 Dec 97

MOOville: The writing project's own "private Idaho." Michael Conlon. *THE J*, Vol. 24, No. 8: 66-68 Mar 97

Peer tutors and students work with formative assessment. Tripp Grant, Andrew Murphy, Ben Stafford, and Pamela B. Childers. *Clearings*, Vol. 71, No. 2: 103-105 Nov/Dec 97

Personnel administrators' preferences for resume content: Ten years after. Kevin L. Hutchinson and Diane S. Brefka. *Bus Com Qtly*, Vol. 60, No. 2: 67-75 June 97

Predicting success in upper-division business communication classes. Barbara Wilson and Susan Plutsky. *JEB*, Vol. 72, No. 3: 133-139 Jan/Feb 97

Preparing a scannable resume. Carol Roever. *Bus Com Qtly*, Vol. 60, No. 1: 156-159 Mar 97

Preparing an online resume. Tim Krause. *Bus Com Qtly*, Vol. 60, No. 1: 159-161 Mar 97

Recording stars. C. Thomas Veilleux. *Off Sys*, Vol. 14, No. 9: 33, 35-36 Sep 97

Schema theory compared to text-centered theory as an explanation for the readers' understanding of a business message. Kay A. Faris and Larry R. Smeltzer. *J Bus Com*, Vol. 34, No. 1: 7-26 Jan 97

Student attitudes toward written, oral, and e-mail communication. Patricia A. Merrier and Ruthann Dirks. *Bus Com Qtly*, Vol. 60, No. 2: 89-99 June 97

Teaching students how to write to avoid legal liability. Thomas Clark. *Bus Com Qtly*, Vol. 60, No. 3: 71-77 Sep 97

The car recall notice. Bob Bergland. *Bus Com Qtly*, Vol. 60, No. 3: 89-92 Sep 97

The efficacy of several writing feedback systems. Zane K. Quible. *Bus Com Qtly*, Vol. 60, No. 2: 109-123 June 97

The employment portfolio—The competitive edge. Myrena S. Jennings and Janna P. Vice. *KBEA J*, 12-13 Spring 97

The evaluator as evaluated: The role of formative assessment in history class. Joan Mullin and William Hill. *Clearings*, Vol. 71, No. 2: 88-91 Nov/Dec 97

The mentor demonstration model: Writing with students in the senior economics seminar. Jerome L. McElroy. *J Econ Ed*, Vol. 28, No. 1: 31-35 Winter 97

Using e-mail in computer assisted freshman composition and rhetoric. Rebecca Dowden and Sharon Humphries. *THE J*, Vol. 24, No. 10: 74-75 May 97

Writing in the mathematics classroom: Teacher beliefs and practices. Robert J. Quinn and Mary M. Wilson. *Clearings*, Vol. 71, No. 1: 14-20 Sep/Oct 97

Writing on the front line: A study of workplace writing. Mark Mabrito. *Bus Com Qtly*, Vol. 60, No. 3: 58-70 Sep 97

Written feedback on student assignments: Another look. Ros Byrne. *Bus Com Qtly*, Vol. 60, No. 2: 100-108 June 97

Curriculum

A direction for focusing business curricula. Sharon Lund O'Neil. *J Bus Train Ed*, Vol. 5: 13-21 96

Asking good questions in mathematics class: How long does it take to learn how? Susan A. Ostergard. *Clearings*, Vol. 71, No. 1: 48-50 Sep/Oct 97

Critical success factors for community-based education. David Graf. *Mid-Amer J Bus*, Vol. 12, No. 2: 2-4 Fall 97

Curriculum decisionmaking: What are the sources of innovation? Michael A. Mayo and Alan R. Miciak. *JEB*, Vol. 73, No. 1: 3ep/Oct 97

Curriculum development for three levels of computer applications students. Judy Ragland. Southern Illinois University at Edwardsville, Master's thesis, 96

Demographic and social changes. Pauline A. Newton. *NBEA Yrbk*, No. 35: 17-29 97

Historical perspectives: Basis for change in business education. Lloyd W. Bartholome. *NBEA Yrbk*, No. 35: 1-16 97

Implementation of national career development guidelines for education-to-careers. Lisa Schaefer. Southern Illinois University at Edwardsville, Master's thesis, 96

Perceived importance of high school business classes as preparation for college. Linda Henson Wiggs and Simin Cwick. *J Bus Train Ed*, Vol. 5: 35-49 96

The measure of success: Integrated thematic instruction. Inga Randle. *Clearings*, Vol. 71, No. 2: 85-87 Nov/Dec 97

The spacing effect: What is it? And how can it impact on your business curriculum? Dennis J. LaBonty. *J Bus Train Ed*, Vol. 5: 64-75 96

Writing in the mathematics classroom: Teacher beliefs and practices. Robert J. Quinn and Mary M. Wilson. *Clearings*, Vol. 71, No. 1: 14-20 Sep/Oct 97

Colleges and Universities

A descriptive study of CIS/MIS graduate school curriculums. J. Lee Maier and Stanley Gambill. *J CIS*, Vol. 38, No. 1: 26-29 Fall 97

A descriptive study: The intellectual development of business administration students. Barbara A. Wilson. *DPE J*, Vol. 38, No. 4: 209-221 Fall 96

- A study of the retention of basic quantitative skills. Narendra K. Rustagi. JEB, Vol. 73, No. 2: 72-76 Nov/Dec 97
- Accounting grade inflation. G. R. Cluskey, Jr., Nathan Griffin and Craig Ehlen. JEB, Vol. 72, No. 5: 273-277 May/June 97
- An implementation model for a communication across the curriculum program. Jackie L. Jankovich and Karen Sterkel Powell. Bus Com Qtrly, Vol. 60, No. 2: 9-19 June 97
- Can TQM fill a gap in higher education? Gary S. Vazzana, Janet K. Winter and Karen K. Waner. JEB, Vol. 72, No. 5: 313-316 May/June 97
- Development of a business operating systems course. Elizabeth R. Towell. J CIS, Vol. 37, No. 3: 54-59 Spring 97
- Evaluating instructors' perceptions of students' preparation for management curricula. Patricia A. Lanier, John R. Tanner, Zhiwei Zhu, and Ronald B. Heady. JEB, Vol. 73, No. 2: 77-84 Nov/Dec 97
- Formative and summative evaluation at ground zero: Some comments on the selective admissions college application experience. Ray Wallace. Clearings, Vol. 71, No. 2: 119-122 Nov/Dec 97
- Future changes in the computer information systems curriculum. Vivek Shah and Roy Martin. J CIS, Vol. 37, No. 3: 74-78 Spring 97
- Getting credit. Dale Kurschner. Training, Vol. 34, No. 6: 52-54 June 97
- Grounded learning: Breathing life into business education. Joseph B. Mosca and Larry W. Howard. JEB, Vol. 73, No. 2: 90-93 Nov/Dec 97
- Heroes as a context for teaching ethics. Barbara Apostolou and Nicholas Apostolou. JEB, Vol. 73, No. 2: 121-125 Nov/Dec 97
- Incorporating research design and estimation tools in the finance curriculum. Mark J. Shrader, Carl S. Bozman and Kent A. Hickman. JEB, Vol. 72, No. 3: 181-184 Jan/Feb 97
- Innovative staffing to meet technological changes: A case study at Wake Forest University. Robin Roy Ganzert and Dawn Adele Watkins. THE J, Vol. 25, No. 4: 54-56 Nov 97
- Integrating IS skills into the business curriculum: A case study. Patrick G. McKeown and Craig Piercy. J CIS, Vol. 38, No. 1: 74-77 Fall 97
- Look out for distance learning. Marlene Lozada. Techniques, Vol. 72, No. 7: 24-26 Oct 97
- Marketing curriculum: Designing its new logic and structure. Adam J. Koch. JME, 2-16 Fall 97
- Meeting the challenges to undergraduate marketing education. Lawrence M. Lamont and Ken Friedman. JME, 17-30 Fall 97
- Meeting the needs of nonpublic and public accountants in a 4-year program. Kristine N. Palmer, Sally W. Gilfillan, G. Dean Palmer, and C. Mitchell Adrian. JEB, Vol. 72, No. 5: 267-272 May/June 97
- New directions for an old department. Gregg Condon and Jack Hoggatt. JEB, Vol. 72, No. 6: 331-335 July/Aug 97
- Nonfinancial ratios in the undergraduate business policy course in U.S. business schools. Gerry N. Muuka and Rufus B. Barton, Jr. JEB, Vol. 72, No. 4: 208-212 Mar/Apr 97

Organizations and internships. Cathy Ryan and Roberta H. Krapels. *Bus Com Qtly*, Vol. 60, No. 4: 126-131 Dec 97

Predicting success in upper-division business communication classes. Barbara Wilson and Susan Plutsky. *JEB*, Vol. 72, No. 3: 133-139 Jan/Feb 97

Questions of coverage and emphasis in introductory management. Philip C. Grant. *JEB*, Vol. 73, No. 2: 102-104 Nov/Dec 97

Simulation games in business policy courses: Is there value for students? Bruce A. Walters, Terry M. Coalter and Abdul M. A. Rasheed. *JEB*, Vol. 72, No. 3: 170-174 Jan/Feb 97

Some intriguing relationships in business teaching evaluations. Thomas E. Barry and Rex Thompson. *JEB*, Vol. 72, No. 5: 303-312 May/June 97

Strategic change among U.S. business schools: A strategic group analysis. Kannan Ramaswamy and Mingfang Li. *JEB*, Vol. 72, No. 6: 343-347 July/Aug 97

Structural equations models of achievement striving and impatience—Irritability dimensions of Type A behavior and academic performance. M. Afzalur Rahim and Zubair Mohamed. *JEB*, Vol. 72, No. 3: 175-180 Jan/Feb 97

Students' perceptions towards accounting: The effects of the first university accounting course. Joe Abekah, Elin Maher and Robert Maher. *DPE J*, Vol. 38, No. 3: 167-179 Summer 96

The evolution of collegiate accounting instruction in the United States (1635-1995) with selected parallels to accounting practice. Dennis H. Day. Northern Illinois University, Doctoral dissertation, 96

The fourth-generation marketing curriculum: Meeting AACSB's guidelines. Steven Pharr and Linda J. Morris. *JME*, 31-43 Fall 97

The impact of class schedule on student performance in a financial management course. Kathleen Henebry. *JEB*, Vol. 73, No. 2: 114-120 Nov/Dec 97

The invasion of the mind snatchers: The business of business education. Helen J. Muller, Jim Porter and Robert R. Rehder. *JEB*, Vol. 72, No. 3: 164-169 Jan/Feb 97

The IRM curriculum model: An international curriculum model for a 4-year undergraduate program. Mehdi Khosrowpour and Deborah Greenawalt. *IRM J*, Vol. 10, No. 2: 5-20 Spring 97

The moving bullseye: Preparing students for a career in multimedia. Charles Altschul and Laura Zarrow. *THE J*, Vol. 25, No. 3: 58-60 Oct 97

The view from the trenches: A steering committee's retrospective on implementing the new AACSB accreditation standards. Donna T. Mottilla, Louise Hatfield, Ronald Taylor, and Susan Stone. *JEB*, Vol. 72, No. 5: 289-292 May/June 97

Trends in undergraduate economics degrees: An update. John J. Siegfried. *J Econ Ed*, Vol. 28, No. 3: 279-282 Summer 97

"Zipping" through number bases with patterns. Marilyn Sue Ford and Mary Margaret Ruetten. *Clearings*, Vol. 71, No. 1: 41-47 Sep/Oct 97

Elementary

Book review: Assessing educational practices: The contribution of economics by William E. Becker and William J. Baumol. Stephen Buckles. *J Econ Ed*, Vol. 28, No. 3: 283-285 Summer 97

Determinants of achievement of economics concepts by elementary school students. Kim Sosin, James Dick and Mary Lynn Reiser. *J Econ Ed*, Vol. 28, No. 2: 100-121 Spring 97

Formative assessment as educational and administrative adhesive: Establishing an elementary school writing center. Brad Wilcox, Marcia Howell Anstead and Sharon Black. *Clearings*, Vol. 71, No. 2: 109-112 Nov/Dec 97

Graduate

A factor analytic study of teaching methods that influence retention among MBA alumni. James R. Bailey, F. K. Langdana, Patricia D. Rotonda, and Jude C. Ryan. *JEB*, Vol. 72, No. 5: 297-302 May/June 97

Business concerns regarding MBA education: Effects on recruiting. Bruce J. Eberhardt, Steve Moser and Pam McGee. *JEB*, Vol. 72, No. 5: 293-296 May/June 97

Changing institutional norms and behavior, not culture: Experiential learning comes to Myanmar. Robert W. Hornaday. *J Teach Int Bus*, Vol. 8, No. 4: 39-48 97

From benevolent dictator to constitutional monarch: Simulating a European works council in a U.S. classroom. Jeremiah J. O'Connell. *J Teach Int Bus*, Vol. 8, No. 4: 21-38 97

Prosperity game to teach global competitiveness to university students. Kevin W. Boyack and Marshall Berman. *J Teach Int Bus*, Vol. 8, No. 4: 5-19 97

Junior High/Middle School

A community-corporate DL partnership: Teaching conflict resolution to middle school students. Marcelle C. Lovett and David P. Walzak. *THE J*, Vol. 25, No. 1: 52-55 Aug 97

A literature approach to middle grade math. M. Jean Greenlaw and Steve Tipps. *Clearings*, Vol. 71, No. 1: 9-13 Sep/Oct 97

Guide students to better comprehension of word problems. Margaret E. McIntosh. *Clearings*, Vol. 71, No. 1: 26-32 Sep/Oct 97

Humor, learning, and socialization in middle level classrooms. Judy P. Pollak and Paul D. Freda. *Clearings*, Vol. 70, No. 4: 176-178 Mar/Apr 97

In the midst of reform: The changing structure and practice of middle school education. Robert A. Gable and M. Lee Manning. *Clearings*, Vol. 71, No. 1: 58-61 Sep/Oct 97

Middle school math teachers: What do they need from preservice programs? D. James Tooke. *Clearings*, Vol. 71, No. 1: 51-52 Sep/Oct 97

The content and nature of reflective teaching: A case of an expert middle school science teacher. Mahnaz Moallem. *Clearings*, Vol. 70, No. 3: 143-150 Jan/Feb 97

The effects of computer-assisted instruction on reading achievement. Maritza Scagnelli. Lehman College, City University of New York, Master's thesis, 96

Postsecondary/Community College

A capstone seminar course for community colleges. M. James Nead. *Bus Ed Forum*, Vol. 51, No. 4: 19-21 Apr 97

A comparative study of factors leading to the retention of African American students and non-minority students enrolled in business programs at a Northeast Florida Community College. Joyce M. Hopson. University of Missouri—Columbia, Doctoral dissertation, 96

An employer follow-up study of the Turtle Mountain Community College 18-month administrative assistance graduates. Rhonda Blanche Gustafson. University of North Dakota, Master's thesis, 96

Degree by e-mail. James Hettinger. *Techniques*, Vol. 72, No. 7: 21-23 Oct 97

Effectiveness of accounting teaching methods used in community colleges. Sonjie A. Schwartz. Southern Illinois University at Carbondale, Master's thesis, 96

Relationship of meaning and value of work and demographic characteristics of postsecondary business education students. Bethany Ann Sharman Pylant. Auburn University, Doctoral dissertation, 96

Spreading the wealth. Naomi Thiers Lui. *Techniques*, Vol. 72, No. 4: 14-16, 44 Apr 97

Testing multimedia in the community college classroom. Carl J. Luna and Joseph McKenzie. *THE J*, Vol. 24, No. 7: 78-81 Feb 97

The great college divide. Ann Dykman. *Techniques*, Vol. 72, No. 2: 36-39 Feb 97

The relationship between nontraditional student enrollment and expenditures at community colleges. Curtis Howell. Northern Illinois University, Doctoral dissertation, 96

Secondary/High School

A follow-up study of Grand Forks schools' occupational foods program graduates (1991-1995). Linda L. Romuld. University of North Dakota, Master's thesis, 96

A study of teachers' and students' perceptions of block scheduling. Lynn D. Coffey. Southwest Missouri State University, Master's thesis, 96

A technology high school with business in mind. Mark S. Morrison and E. Ted Fujimoto. *THE J*, Vol. 25, No. 3: 50-52 Oct 97

Accounting I: Revised curriculum for Gale-Ettrick-Trempealeau High School. Michael K. Behan. University of Minnesota, Master's thesis, 96

An analysis of the workplace skills and competencies of Fort Smith area schools tech prep business seniors. Rebecca J. Timmons. University of Arkansas at Little Rock, Doctoral dissertation, 96

Blueprints for building curriculum. Walt H. Edling and Ruth M. Loring. *Techniques*, Vol. 72, No. 8: 26-28 Nov/Dec 97

Book review: Assessing educational practices: The contribution of economics by William E. Becker and William J. Baumol. Stephen Buckles. *J Econ Ed*, Vol. 28, No. 3: 283-285 Summer 97

Career vision: A process for lifelong learning. Linda L. Gamble. *NBEA Yrbk*, No. 35: 184-195 97

- Comparing AP and college student learning of economics. Claire Melican, Fekru Debebe and Rick Morgan. *J Econ Ed*, Vol. 28, No. 2: 135-142 Spring 97
- Consumer economics curriculum for secondary students. Mary Hansel. Southern Illinois University at Edwardsville, Master's thesis, 96
- Effects of the high school economics curriculum on learning in the college principles class. Jane S. Lopus. *J Econ Ed*, Vol. 28, No. 2: 143-153 Spring 97
- Fast times @ digital high. Nan McCarthy. *Publish*, Vol. 12, No. 5: 100-104, 106 May 97
- Getting off the track to nowhere. Marlene Lozada. *Techniques*, Vol. 72, No. 8: 38-41 Nov/Dec 97
- Guide students to better comprehension of word problems. Margaret E. McIntosh. *Clearings*, Vol. 71, No. 1: 26-32 Sep/Oct 97
- Hometown discovery: Learning locally, thinking globally. Gordon Churchwell, Cyril J. Weller and Peter Sommer. *THE J*, Vol. 25, No. 1: 43-46 Aug 97
- Impact of career education activities upon career decisions of high school students. Chris Grant. Southern Illinois University at Carbondale, Master's thesis, 96
- Interview with Susan Drake. *Techniques*, Vol. 72, No. 8: 24-25 Nov/Dec 97
- Mixing it up. Mike Lee. *Techniques*, Vol. 72, No. 8: 14-17 Nov/Dec 97
- On the block. Ione D. Phillips. *Techniques*, Vol. 72, No. 6: 32-35 Sep 97
- Problems and opportunities that bilingual students have in enrolling in a business program in Bronx High Schools. Vilma I. Delgado. Lehman College, City University of New York, Master's thesis, 96
- Re-tool or die. Ann Dykman. *Techniques*, Vol. 72, No. 7: 34-35, 37, 67 Oct 97
- Readability and reading ease revisited: State-adopted science textbooks. Laura Chavkin. *Clearings*, Vol. 70, No. 3: 151-154 Jan/Feb 97
- Spinning a yarn. Tom Kinzer. *Techniques*, Vol. 72, No. 8: 18-20 Nov/Dec 97
- Statewide performance assessment as a complement to multiple-choice testing in high school economics. Robert B. Harris and William C. Kerby. *J Econ Ed*, Vol. 28, No. 2: 122-134 Spring 97
- The effect of learning mathematical reading strategies on secondary students' homework grades. Elliott Ostler. *Clearings*, Vol. 71, No. 1: 37-40 Sep/Oct 97
- The extent of student leadership integration in secondary business education. Jacqueline Rae Floetke. Central Washington University at Ellensburg, Master's thesis, 96
- The leadership role in making the technology connection. Ronald W. Costello. *THE J*, Vol. 25, No. 4: 58-62 Nov 97
- This is agriculture? Chuong-Dai Vo. *Techniques*, Vol. 72, No. 4: 30-33 Apr 97
- Two methods of business ethics instruction at the secondary level: The effects on ethical decision-making skills, perceptions, and completion time. Cathleen J. Golden. University of Missouri—Columbia, Doctoral dissertation, 96

Where are they now? Techniques, Vol. 72, No. 8: 22-23 Nov/Dec 97

Document Design and Production

97 impact awards. Serena Herr. Publish, Vol. 12, No. 12: 52-62 Dec 97

A guide to using color effectively in business communication. Scott L. Jones. Bus Com Qtly, Vol. 60, No. 2: 76-88 June 97

Color lasers hit the spot. Mike Hurwicz. Publish, Vol. 12, No. 5: 74-78, 80 May 97

Covering all the bases. Michael Kieran. Publish, Vol. 12, No. 2: 64-70 Feb 97

Design standards for visual elements and interactivity for courseware. Pete Thibodeau. THE J, Vol. 24, No. 7: 84-86 Feb 97

Expand your view. Mike Hurwicz. Publish, Vol. 12, No. 7: 64-70 July 97

FM screening gets good reception. Alex Hamilton. Publish, Vol. 12, No. 3: 64-68, 70-71 Mar 97

For art's sake. Mark Nichoson. Publish, Vol. 12, No. 12: 72-73, 75-76, 78 Dec 97

Imposing order. Scott Bury. Publish, Vol. 12, No. 11: 82-86 Nov 97

Jukebox heroes. Bob Weibel. Publish, Vol. 12, No. 1: 75-77 Jan 97

Managing Web growing pains in the business school. Lynn Heinrichs. JEB, Vol. 72, No. 4: 245-249 Mar/Apr 97

On paper. Mark Rowh. Off Sys, Vol. 14, No. 9: 46-48 Sep 97

RAIDiating confidence. Bob Weibel. Publish, Vol. 12, No. 12: 64-68, 70 Dec 97

Removable storage for the masses. Bob Weibel. Publish, Vol. 12, No. 6: 82-87 June 97

Spin city. Karen Alexander and Erin Rodewald. Off Sys, Vol. 14, No. 11: 34-36, 38 Nov 97

The best interactive information design is organic, tells a story. Gary Olsen. Present, Vol. 11, No. 3: 35-38 Mar 97

The nuts and bolts of digital video: Make your presentations move. Jeff Sauer. Present, Vol. 11, No. 3: 40-48, 50-51 Mar 97

Tricks of the trade. David Claunch. Publish, Vol. 12, No. 5: 62-63, 65-66, 68, 70 May 97

Visual ethics. Donna S. Kienzler. J Bus Com, Vol. 34, No. 2: 171-187 Apr 97

Web product watch. Publish, Vol. 12, No. 10: 96-97 Oct 97

When two heads are better than one. Bob Weibel. Publish, Vol. 12, No. 2: 50-53, 55-56, 58, 60 Feb 97

Working with DV requires storage muscle. Jeff Sauer. Present, Vol. 11, No. 3: 53-54, 56, 58-59 Mar 97

Graphics

An exploration of gender bias in computer clip art. Marilyn A. Dyrud. Bus Com Qtly, Vol. 60, No. 4: 30-51 Dec 97

Corporate annual report graphical communication in Hong Kong: effective or misleading? John K. Courtis. J Bus Com, Vol. 34, No. 3: 269-288 July 97

Efficiency experts. James Felici. Publish, Vol. 12, No. 11: 72-73, 75-76, 78, 80 Nov 97

Go deep. Gregory MacNicol. Publish, Vol. 12, No. 7: 72-78, 81 July 97

Gradient school. Dan Doerner and Jake Widman. Publish, Vol. 12, No. 2: 85-87 Feb 97

How to use it—Where to find it. Present, Vol. 11, No. 1: 43-46 Jan 97

How to use it. Where to find it. Mid-Amer J Bus, Vol. 12, No. 1: 43-46 Spring 97

Integrating text and graphics: The impact of increased visual salience on recall performance. Thomas P. Van Dyke. J CIS, Vol. 37, No. 2: 8-12 Winter 97

Isometric exercises. Sharyn Venit. Publish, Vol. 12, No. 4: 81-82, 84 Apr 97

Lights, camera, accelerate! Bob Weibel. Publish, Vol. 12, No. 10: 110-114 Oct 97

Not without a trace. Sharyn Venit. Publish, Vol. 12, No. 1: 79-81 Jan 97

Photo opportunities. Scott Bury. Publish, Vol. 12, No. 3: 54-58, 60 Mar 97

Seven ways to build an illustration. Marty Beaudet. Publish, Vol. 12, No. 9: 44-45, 47, 49, 51-52, 54, 56, 58 Sep 97

Slide show. Bob Weibel. Publish, Vol. 12, No. 3: 83-85 Mar 97

Studio audience. Bob Weibel. Publish, Vol. 12, No. 4: 71-72, 74-78 Apr 97

The truth shall set you back. Marty Beaudet. Publish, Vol. 12, No. 3: 72-77 Mar 97

The world is getting flatter. Bob Weibel. Publish, Vol. 12, No. 8: 74-78 Aug 97

Well-stocked sites. Jim Benson. Publish, Vol. 12, No. 7: 56-63 July 97

Workshop: Image editing. Deke McClelland. Publish, Vol. 12, No. 5: 109-110, 112 May 97

Keyboarding

A comparison of ten-key and top row numeric entry. Kelly Strader. Southern Illinois University at Carbondale, Master's thesis, 96

Effects of keyboarding skill on self-reported computer anxiety among traditional versus nontraditional college students. K. Virginia Hemby. DPE J, Vol. 39, No. 1: 24-38 Winter 97

Establishing electronic keyboarding speed and accuracy timed-writing standards for postsecondary students. Vivian Arnold, Randy L. Joyner, B. June Schmidt, and Clarence D. White. Bus Ed Forum, Vol. 51, No. 3: 33-38 Feb 97

Integrated applications keep keyboarding alive and well. Susie H. VanHuss. Bus Ed Forum, Vol. 52, No. 2: 30-32 Dec 97

Introducing business communication students to automated speech recognition. Ruthann Dirks and Marvin J. Dirks. JEB, Vol. 72, No. 3: 153-156 Jan/Feb 97

Keyboarding instruction at NABTE Institutions: Are we teaching techniques to reduce CRT incidence? Carol Blaszczynski and Marguerite Shane Joyce. DPE J, Vol. 38, No. 4: 195-208 Fall 96

Teaching keyboarding formatting/production skills on microcomputer versus electronic typewriter to secretarial science students enrolled at Mara Institute of Technology, Malaysia. Che Norlia Hassan. Southern Illinois University at Carbondale, Master's thesis, 96

The effect of previous keyboarding instruction on achievement of students taking introductory computer application courses. Carmen Hernandez. Lehman College, City University of New York, Master's thesis, 96

Voice recognition technology. Patrick J. Highland. Bus Ed Forum, Vol. 52, No. 1: 30-32 Oct 97

Workbooks that work. Poppy Evans. Publish, Vol. 12, No. 2: 91-94 Feb 97

Workshop: Midvolume crisis. John Derrick. Off Sys, Vol. 14, No. 2: 20-22, 24, 26 Feb 97

Reprographics

Printing without errors. Sean Winfield. Off Sys, Vol. 14, No. 12: 34, 36, 40 Dec 97

Product watch. Anita Dennis. Publish, Vol. 12, No. 6: 58-59 June 97

Production copiers. Bob Weibel. Publish, Vol. 12, No. 6: 60-61 June 97

Scan your way to great presentation graphics. Christine Saucier. Present, Vol. 11, No. 6: 64-66, 68, 75-76 June 97

Tabloid news. Mark Nichoson. Publish, Vol. 12, No. 9: 80-82, 84-86 Sep 97

The flexible option. Thad McIlroy. Publish, Vol. 12, No. 2: 72-77 Feb 97

in truth. Mike Hurwicz. Publish, Vol. 12, No. 2: 79, 81-83 Feb 97

Thermal printers: Top dogs of high-end presentation output. Jean M. Cook. Present, Vol. 11, No. 2: 39-42 Feb 97

Trying colors. Pat Soberanis. Publish, Vol. 12, No. 1: 68-73 Jan 97

Wide-body inkjets. Bob Weibel. Publish, Vol. 12, No. 11: 62-66, 68, 70 Nov 97

Workgroup printers: Easier and less cost. Man Off Tech, Vol. 42, No. 4: 36 Apr 97

Typography

97 directory of type. Mark Nichoson. Publish, Vol. 12, No. 10: 61-67, 69-70, 72, 74, 76, 78, 80, 82, 84, 86 Oct 97

Handmade fonts. Poppy Evans. Publish, Vol. 12, No. 3: 78-81 Mar 97

General Educational Issues

A chartered flight. Margaret Litvin. Techniques, Vol. 72, No. 3: 20-25 Mar 97

A constructive education. Marlene Lozada. Techniques, Vol. 72, No. 3: 12-18 Mar 97

Coping with crisis. Eric Ries. Techniques, Vol. 72, No. 6: 16-19 Sep 97

Corporate advisory boards, portfolio assessment, and business and technical writing program development. W. Tracy Dillon. Bus Com Qtly, Vol. 60, No. 1: 41-58 Mar 97

Decision making based on standards: A model for computerizing public education. John T. Whiting and Charles D. Graham. THE J, Vol. 25, No. 4: 48-50 Nov 97

Five strategies for district computer coordinators to fund and manage a transition to technology-rich learning environments.

Alex Rath and William A. Rieck. *THE J*, Vol. 25, No. 4: 51-52 Nov 97

Getting into the education business. Carver C. Gayton. *Techniques*, Vol. 72, No. 5: 26-28 May 97

Getting off the track to nowhere. Marlene Lozada. *Techniques*, Vol. 72, No. 8: 38-41 Nov/Dec 97

Inclusion and the law: A principal's proactive approach. Monica Conrad and Todd Whitaker. *Clearings*, Vol. 70, No. 4: 207-210 Mar/Apr 97

Interview with Deborah Meier. *Techniques*, Vol. 72, No. 2: 30-35 Feb 97

Involving families in the professional preparation of educators. Kevin J. Swick. *Clearings*, Vol. 70, No. 5: 265-268 May/June 97

Journal entry: December 2, 1996: A parent's "thank you." Michele L. Steele. *Clearings*, Vol. 70, No. 5: 255-256 May/June 97

Legislative appropriation for minority teacher recruitment: Did it really matter? Mary Piercynski, Myrna Matranga and Gary Peltier. *Clearings*, Vol. 70, No. 4: 205-206 Mar/Apr 97

Mentoring and tutoring help (MATH) program fights truancy. Gary Reglin. *Clearings*, Vol. 70, No. 6: 319-324 July/Aug 97

No easy road from welfare to work. Margaret Litvin. *Techniques*, Vol. 72, No. 5: 29-31 May 97

Organizing a school community for restructuring. Helene Mills. *Clearings*, Vol. 70, No. 9: 182 Mar/Apr 97

(Please stop) Hiding behind the potato chips in aisle nine. Drew Pennoni. *Clearings*, Vol. 70, No. 5: 253-254 May/June 97

Real heroes need less control: Dawn of a new breed of educator. Robert Demicheli and Walter Ryba. *JEB*, Vol. 72, No. 5: 261-266 May/June 97

Spreading the wealth. Naomi Thiers Lui. *Techniques*, Vol. 72, No. 4: 14-16, 44 Apr 97

SREB: Do its high schools work? Julie A. Miller. *Techniques*, Vol. 72, No. 3: 26-29 Mar 97

Teaching English language arts for a technological age. Larry R. Johannessen and Elizabeth A. Kahn. *Clearings*, Vol. 70, No. 6: 305-310 July/Aug 97

Will you get a break? Milton Zall. *Techniques*, Vol. 72, No. 8: 42-43 Nov/Dec 97

Administration

Duty-to-warn: Implications for school administrators. Richard L. Roberts, Larry Rogers and Sara M. Fier. *Clearings*, Vol. 71, No. 1: 53-57 Sep/Oct 97

How to deal with difficult principals: A learning styles approach. Barbara K. Given. *Clearings*, Vol. 70, No. 5: 257-260 May/June 97

Images of principals on television and in the movies. Jeffrey Glanz. *Clearings*, Vol. 70, No. 6: 295-297 July/Aug 97

Instructional leadership and principal visibility. Beth Whitaker. *Clearings*, Vol. 70, No. 3: 155-156 Jan/Feb 97

Strategic change among U.S. business schools: A strategic group analysis. Kannan Ramaswamy and Mingfang Li. JEB, Vol. 72, No. 6: 343-347 July/Aug 97

Teacher leadership. Patricia H. Hinchey. Clearings, Vol. 70, No. 5: 233-235 May/June 97

Teacher leadership vs. school management: Flatten the hierarchies. Monica Coyle. Clearings, Vol. 70, No. 5: 236-139 May/June 97

The correlates of administrative decentralization. Jeffrey W. Alstete. JEB, Vol. 73, No. 1: 21-28 Sep/Oct 97

International Education

A comprehensive study of factors that influence vocational education law-making in the U.S. and Taiwan, Republic of China. Wei-Non Shu. University of Minnesota, Doctoral dissertation, 96

Academic performance of foreign students from the Commonwealth Caribbean. Rosamund Rolle. Lehman College, City University of New York, Master's thesis, 96

An empirical analysis of accounting education and practice: A comparison of Korea, Japan and the United States. Yeong C. Choi. J Teach Int Bus, Vol. 8, No. 3: 67-85 97

Attitudes of Malaysian student at Southern Illinois University at Carbondale toward learning about and working with computers. Wan Narita Mustapha. Southern Illinois University at Carbondale, Master's thesis, 96

Business communication and intercultural communication in Europe: The state of the
aul Verluyten. Bus Com Qtly,
No. 2: 135-143 June 97

Determinants of computer-mediated communication success among knowledge workers in Saudi Arabia. Abdulla H. Abdul-Gader. J CIS, Vol. 38, No. 1: 55-66 Fall 97

Distance learning technology for enhancing pedagogy: The global connection. David E. Smith. J Teach Int Bus, Vol. 8, No. 3: 1-19 97

Enhancing technical student proficiency in global competition. Dan Shoemaker and Vladan Jovanovic. J CIS, Vol. 38, No. 1: 100-103 Fall 97

International education: How it is defined by U.S. students and foreign students. Brian J. Garavalia. Clearings, Vol. 70, No. 4: 215-221 Mar/Apr 97

Pilot project in international electronic distance education in Russia. Ludwig Slusky, V. Z. Yampolsky, Parviz Partow, Gregory Dubina and Veniamin Goldfarb. THE J, Vol. 24, No. 6: 61-66 Jan 97

Regional studies for international business: A German perspective. Brian Bloch. J Teach Int Bus, Vol. 8, No. 3: 45-65 97

Report from Budapest. Linda Higgins Spoleti. Clearings, Vol. 70, No. 3: 118-120 Jan/Feb 97

Software auditing: A new task for U.K. universities. Mark Fletcher. THE J, Vol. 24, No. 6: 67-69 Jan 97

South Ocean International School: Private education in China. Sylvia Krebs. Clearings, Vol. 70, No. 6: 331-332 July/Aug 97

Teaching keyboarding/formatting/production skills on microcomputer versus electronic typewriter to secretarial science students enrolled at Mara Institute of Technology, Malaysia. Che Norlia Hassan. Southern Illinois University at Carbondale, Master's thesis, 96

Technology assessment and training for a Brazilian school. Cindy C. Emmans and William E. Byxbee. *THE J*, Vol. 24, No. 6: 55-57 Jan 97

The emergence of management education in Central Europe. Sandra Waddock. *JEB*, Vol. 72, No. 6: 369-374 July/Aug 97

The integration of workplace skills in academic classrooms at the School of Secretarial Science, Mara Institute of Technology, Malaysia. Salina Noranee. Southern Illinois University at Carbondale, Master's thesis, 96

The international marketing literature: Topics, trends and contributors. Rajshekhar G. Javalgi, Bob D. Cutler, S. R. Rao, and D. Steven White. *J Teach Int Bus*, Vol. 8, No. 3: 21-43 97

The reform of higher economic education in Poland. Edward K. Zajicek, Todd P. Steen and S. Ryszard Domanski. *J Econ Ed*, Vol. 28, No. 4: 377-382 Fall 97

The Warsaw School of Economics: The faculty of foreign trade: An international business discussion case. William A. Stoever. *J Teach Int Bus*, Vol. 8, No. 3: 87-106 97

UNESCO's mission in the promotion of international cooperation. Evgueni A. Khvilon and Mariana Patru. *THE J*, Vol. 24, No. 6: 58-60 Jan 97

Standards

Career vision: A process for lifelong learning. Linda L. Gamble. *NBEA Yrbk*, No. 35: 184-195 97

FM screening gets good reception. Alex Hamilton. *Publish*, Vol. 12, No. 3: 64-68, 70-71 Mar 97

In the midst of reform: The changing structure and practice of middle school education. Robert A. Gable and M. Lee Manning. *Clearings*, Vol. 71, No. 1: 58-61 Sep/Oct 97

Incorporating industry-based skill standards into high school secretarial and administrative/information services programs: Teacher professional development activities. Phyllis C. Bunn. *J Bus Train Ed*, Vol. 5: 76-86 96

Learning environment. Marlene Todd Stout. *NBEA Yrbk*, No. 35: 47-59 97

National industry-based skill standards technical committees: Perceptions of adoption of standards in vocational education programs. Phyllis C. Bunn. Virginia Polytechnic Institute and State University, Doctoral dissertation, 96

PCBEE Statement No. 60: This we believe about the professional development of business educators. *Bus Ed Forum*, Vol. 52, No. 1: 14-15 Oct 97

PCBEE Statement No. 61: This we believe about the professional delivery of instruction by business educators. *Bus Ed Forum*, Vol. 52, No. 1: 16-17 Oct 97

Reform and regulations. Joyce P. Logan and A. C. "Buddy" Krizan. *NBEA Yrbk*, No. 35: 67-78 97

The fourth-generation marketing curriculum: Meeting AACSB's guidelines. Steven Pharr and Linda J. Morris. *JME*, 31-43 Fall 97

The view from the trenches: A steering committee's retrospective on implementing the new AACSB accreditation standards. Donna T. Mottilla, Louise Hatfield, Ronald Taylor, and Susan Stone. *JEB*, Vol. 72, No. 5: 289-292 May/June 97

Using a flat structure in a hierarchical world: The development of English standards. Joseph O. Milner. *Clearings*, Vol. 70, No. 3: 129-135 Jan/Feb 97

Information Systems

A comprehensive model for assessing the quality and productivity of the information systems function: Toward a theory for information systems assessment. Barry L. Myers, Leon A. Kappelman and Victor R. Prybutok. *IRM J*, Vol. 10, No. 1: 6-25 Winter 97

A descriptive study of CIS/MIS graduate school curriculums. J. Lee Maier and Stanley Gambill. *J CIS*, Vol. 38, No. 1: 26-29 Fall 97

A diffusion model for public information systems in developing countries. Rekha Jain. *J Global IM*, Vol. 5, No. 1: 4-15 Winter 97

A framework for the introduction of total quality management into the IS department. J. Michael Pearson, Leon Crosby and Robert A. Orwig. *J CIS*, Vol. 37, No. 2: 21-26 Winter 97

A knowledge-based assisted system for training and testing. Joshua Poh-Onn Fann and Tina Kwai-Lan Mak. *J CIS*, Vol. 37, 47-53 Spring 97

A longitudinal study of electronic communications. Marilyn Wilkins and Karen S. Nantz. *OSR J*, Vol. 15, No. 2: 20-26 Fall 97

A QBI system in the Chinese environment and its cybernetic implications. Henry C. Huang and Shih-Chang Hung. *J CIS*, Vol. 37, No. 3: 16-20 Spring 97

A survey into productivity measures in the information systems function. J. Michael Pearson, Ross Hightower and Nancy L. Russo. *J CIS*, Vol. 37, No. 4: 74-81 Summer 97

A synergic process for outsourcing and reengineering. W. K. Li, David C. Yen and David C. Chou. *J CIS*, Vol. 37, No. 3: 29-36 Spring 97

An analysis of Chinese laws against computer crimes. Hakman A. Wan and Ming-te Lu. *J Global IM*, Vol. 5, No. 2: 16-21 Spring 97

An attributional analysis of the rejection of information technology. John W. Henry and Mark J. Martinko. *J EUC*, Vol. 9, No. 4: 3-17 Fall 97

An empirical study of BPR projects in organizations. David Paper. *J CIS*, Vol. 37, No. 4: 37-43 Summer 97

Analysing the quality of IS use and management in the organizational context: Experiences from two cases. Timo Auer and Mikko Ruohonen. *IRM J*, Vol. 10, No. 3: 18-27 Summer 97

Anticipating the integrated future. Mie-Yun Lee. *Man Off Tech*, Vol. 42, No. 12: 24-25 Dec 97

Are two heads better than one? (At reducing errors in spreadsheet modeling). Raymond R. Panko and Richard P. Halverson, Jr. *OSR J*, Vol. 15, No. 1: 21-32 Spring 97

- Book review: Cybercorp: The new business revolution by James Martin. Edward M. Roche. *J Global IM*, Vol. 5, No. 2: 38 Spring 97
- Book review: The art of strategic planning for information technology by Bernard H. Boar. Zachary Wong. *J EUC*, Vol. 9, No. 4: 39 Fall 97
- Book review: The new information infrastructure-strategies for U.S. policy by William J. Drake. Edward M. Roche. *J Global IM*, Vol. 5, No. 1: 36-38 Winter 97
- Business survival is business success. Lou Marcoccio and Matthew Hotle. *Man Off Tech*, Vol. 42, No. 12: 16-18 Dec 97
- Can technology even things up for community banks? Rose M. Prasad. *Mid-Amer J Bus*, Vol. 12, No. 2: 13-19 Fall 97
- Chief executive officer's misperceptions: Should students be used as surrogates? Kent A. Walstrom. *J CIS*, Vol. 37, No. 2: 108-112 Winter 97
- Computer attitudes of marketing managers: An empirical analysis. James J. Jiang, Jaideep Motwani and Lars Larson. *J CIS*, Vol. 37, No. 4: 44-47 Summer 97
- Conducting business technology planning. *Man Off Tech*, Vol. 42, No. 7: 10-12 July 97
- Data mining: Sixteen tons (of data). Lura K. Romei. *Man Off Tech*, Vol. 42, No. 2: 28 Feb 97
- Determinants of computer-mediated communication success among knowledge workers in Saudi Arabia. Abdulla H. Abdul-Gader. *J CIS*, Vol. 38, No. 1: 55-66 Fall 97
- Determinants of variability in function point estimates. Ashok Subramanian and Mary C. Lacity. *J EUC*, Vol. 9, No. 4: 19-28 Fall 97
- Development of a business operating systems course. Elizabeth R. Towell. *J CIS*, Vol. 37, No. 3: 54-59 Spring 97
- Electronic data interchange: Issues in adoption and management. Vairam Arunachalam. *IRM J*, Vol. 10, No. 2: 22-31 Spring 97
- Enhancing technical student proficiency in global competition. Dan Shoemaker and Vladan Jovanovic. *J CIS*, Vol. 38, No. 1: 100-103 Fall 97
- Facilitating computer-supported meetings: An exploratory comparison of U.S. and Mexican facilitators. Fred Niederman. *J Global IM*, Vol. 5, No. 1: 17-26 Winter 97
- Factors affecting the use of information technology in business process reengineering. Michael Edward Whitman and Michael L. Gibson. *IRM J*, Vol. 10, No. 3: 5-16 Summer 97
- Faster local/regional customer service. *Man Off Tech*, Vol. 42, No. 8: 33 Aug 97
- Future changes in the computer information systems curriculum. Vivek Shah and Roy Martin. *J CIS*, Vol. 37, No. 3: 74-78 Spring 97
- Global distribution systems: A field study of their use and advantages in travel agencies. Louis Raymond and Francois Bergeron. *J Global IM*, Vol. 5, No. 4: 23-32 Fall 97
- How universities can help small businesses manage. Cynthia K. Riemenschneider, Peter P. Mykytyn, Jr. and David A. Harrison. *J CIS*, Vol. 37, No. 3: 79-84 Spring 97

Implications for the role of information systems in a business process reengineering environment. Omar E. M. Khalil. *IRM J*, Vol. 10, No. 1: 36-43 Winter 97

Information management as perceived by CIOs in three Pacific Rim countries. Raymond McLeod, Jr., Choong Nyoung Kim, Carol Saunders, Jack W. Jones, Carlos Scheel and Martha Corrales Estrada. *J Global IM*, Vol. 5, No. 3: 5-16 Summer 97

Information systems in business process reengineering: An exploratory survey of issues. Hilbert K. Schultz and Michael A. Eierman. *Mid-Amer J Bus*, Vol. 12, No. 1: 7-17 Spring 97

Information systems in Chinese state-owned enterprises: An evolving strategic perspective. Dorothy G. Dologite, Mei Qi Fang, Yu Chen, Robert J. Mockler and Chiang-nan Chao. *J Global IM*, Vol. 5, No. 4: 10-21 Fall 97

Information systems skills: A comparison of perceptions between information systems professionals from Indonesian and Malaysian organizations. Sim Kim Lau, Yang Ang Ang and Graham Winley. *J CIS*, Vol. 37, No. 3: 60-68 Spring 97

Information systems strategy formation embedded into a continuous organizational learning process. Timo Auer and Tapio Reponen. *IRM J*, Vol. 10, No. 2: 32-43 Spring 97

Information value—A utility approach. J. V. Iyengar. *J CIS*, Vol. 37, No. 2: 37-40 Winter 97

Innovation in IT education—practising what we preach. Janice M. Burn and Louis C. K. Ma. *IRM J*, Vol. 10, No. 4: 16-25 Fall 97

Integrating IS skills into the business curriculum: A case study. Patrick G. McKeown and Craig Piercy. *J CIS*, Vol. 38, No. 1: 74-77 Fall 97

Integrating text and graphics: The impact of increased visual salience on recall performance. Thomas P. Van Dyke. *J CIS*, Vol. 37, No. 2: 8-12 Winter 97

IT importance in supporting reengineering: Performance perceptions versus reality. Michael E. Whitman and Michael L. Gibson. *J CIS*, Vol. 37, No. 4: 18-23 Summer 97

IT project management can succeed! Gopal Kapur. *Man Off Tech*, Vol. 42, No. 7: 22 July 97

Longitudinal perspective and current profile: Eighteen years of office systems graduate follow-up. Mellanie Herbert and Mary Margaret Hosler. *JEB*, Vol. 72, No. 3: 144-148 Jan/Feb 97

Managers' perceptions of ethical behavior related to selected computer activities. Judith C. Simon, Lillian H. Chaney and Julie A. Lyden. *OSR J*, Vol. 15, No. 2: 1-8 Fall 97

Managing the global impacts of IT: Standing on conceptual quicksand. John Tillquist. *J Global IM*, Vol. 5, No. 4: 6-8 Fall 97

Mandatory use of electronic mail and user acceptance: A case study. Hao Lou, Anne McClanahan and Ellsworth Holden. *Mid-Amer J Bus*, Vol. 12, No. 2: 57-61 Fall 97

Marketing information systems in small companies. Eldon Y. Li. *IRM J*, Vol. 10, No. 1: 27-35 Winter 97

Microcomputer usage by business education advisory committee members in selected Arkansas businesses. Bonnie L. Faupel. University of Arkansas at Little Rock, Doctoral dissertation, 96

On becoming virtual. Sacha Cohen. T&D, Vol. 51, No. 5: 30-37 May 97

Our mousetrap's fine: So why aren't people beating a path to our door? George E. M. Ditsa and R. C. MacGregor. IRM J, Vol. 10, No. 3: 28-39 Summer 97

Outsourcing maintenance operations to off-shore vendors: Some lessons from the field. Sam Ramanujan and Hal Lou. J Global IM, Vol. 5, No. 2: 5-15 Spring 97

Predictive change to perceived information system use. Russell K. H. Ching, Louis W. Glorfeld and Anthony R. Hendrickson. J CIS, Vol. 37, No. 2: 96-100 Winter 97

Preparing for ISO 9000 certification: An expert system approach. Murugan Anandarajan and Bay Arinze. J CIS, Vol. 37, No. 3: 9-15 Spring 97

Sales automation: Saving money and time. Man Off Tech, Vol. 42, No. 6: 31 June 97

Student accountability in IS projects with business: Preparing for the next century. Robert L. DeMichiell. J CIS, Vol. 37, No. 2: 2-7 Winter 97

Systems development in MIS research: Roles, approaches and strategies. Joline Morrison, Mike Morrison and Scott A. Moore. J CIS, Vol. 37, No. 4: 13-17 Summer 97

Telecommuting in Singapore: Current status and a comparison with other countries. Lai Lai Tung, Shailendra Palvia, Lee Chia Huei, Loy Ye-Meng and Teng Min Yee. J Global IM, No. 1: 27-35 Winter 97

Telecommuting: A study of employees' beliefs. Mohamed Khalifa and Jamshid Etezadi. J CIS, Vol. 38, No. 1: 78-85 Fall 97

Telecommuting: Acceptance, adoption, and application. Robert D. Spillman and Frank B. Markham. J CIS, Vol. 37, No. 4: 8-12 Summer 97

Telecommuting: Making the commitment work. Curt Harler. Man Off Tech, Vol. 42, No. 2: 18-21 Feb 97

Ten dumb mistakes project managers make. Man Off Tech, Vol. 42, No. 7: 23 July 97

The business data communications undergraduate course: MIS educators' perspectives. Linda Ellis Johnson, John J. Stallard and John R. Tanner. OSR J, Vol. 15, No. 1: 7-11 Spring 97

The concept of the computer integrated office automation system in developing countries. T. M. Yogho, J. P. Kenne and J. Mbihi. OSR J, Vol. 15, No. 1: 42-49 Spring 97

The design of a knowledge based component to support information re-engineering. Rambabu Kadiyala, Ravi Krovi and Balaji Rajagopalan. J CIS, Vol. 37, No. 2: 44-53 Winter 97

The IRM curriculum model: An international curriculum model for a 4-year undergraduate program. Mehdi Khosrowpour and Deborah Greenawalt. IRM J, Vol. 10, No. 2: 5-20 Spring 97

The organizational consequences of technological change: A study of the social dynamics of client-server computing. Patricia Y. Logan. Utah State University, Doctoral dissertation, 96

The relationship between computer information system interface type and user performance. Gary Lindner, Jolene Scriven and Daniel Wunsch. *J CIS*, Vol. 37, No. 4: 62-67 Summer 97

The relationship of some personal and situational factors to IS effectiveness: Empirical evidence from Egypt. Omar E. M. Khalil and Manal M. Elkordy. *J Global IM*, Vol. 5, No. 2: 22-34 Spring 97

The role of research in MIS faculty performance evaluation: An exploratory study. Jin H. Im and Sandra Hartman. *J CIS*, Vol. 37, No. 3: 37-40 Spring 97

The status of educational technology in colleges/schools of business in the Midwest. Nona Berghaus and James Wenger. *J CIS*, Vol. 37, No. 4: 56-61 Summer 97

The tug-of-war over computer training. Bob Filipczak. *Training*, Vol. 34, No. 6: 35-38, 40 June 97

The unidimensionality, validity, and reliability of Moore and Benbasat's relative advantage and compatibility scales. Marc D. Miller, R. Kelly Rainer, Jr. and Jeffery Harper. *J CIS*, Vol. 38, No. 1: 38-46 Fall 97

Using conventional financial methods to perform cost-benefit analysis (CBA) on proposed information system (IS) projects: An Australian study. Jeanne Wing-Yin Wong and Robert Behling. *J CIS*, Vol. 37, No. 4: 30-36 Summer 97

Who's watching us now: Monitoring employee's work. Joan C. Hubbard, Daphne Saunders Thomas and Ben E. Bauman. *J CIS*, Vol. 37, No. 2: 41-43 Winter 97

Will your computer collapse in the year 2000? Michael Major. *Man Off Tech*, Vol. 42, No. 1: 30-31 Jan 97

Workplace environment. Christine M. Haff and Billie Herrin. *NBEA Yrbk*, No. 35: 30-46 97

Data Security

A task-based approach to implementing computer security. Gerhard Steinke. *J CIS*, Vol. 38, No. 1: 47-54 Fall 97

Digital presses. Bob Weibel. *Publish*, Vol. 12, No. 6: 62-64, 66, 68 June 97

Intranet security. Jim Canterucci. *T&D*, Vol. 51, No. 2: 47 Feb 97

Power plays. C. Thomas Veilleux. *Off Sys*, Vol. 14, No. 5: 16, 20-21 May 97

Safe bets. Nancy Christie. *Off Sys*, Vol. 14, No. 12: 56-58 Dec 97

Secure the area. Dennie Phillips. *Off Sys*, Vol. 14, No. 5: 36-39, 58 May 97

Database Management

A crash course in metaphysics for the database designer. John M. Artz. *J DBM*, Vol. 8, No. 4: 25-30 Fall 97

A graphical interface to genome multi-databases. Wang Chiew Tan, Ke Wang and Limsoon Wong. *J DBM*, Vol. 9, No. 1: 24-32 Winter 97

A practical perspective on data quality issues. Shirley Becker. *J DBM*, Vol. 9, No. 1: 35-37 Winter 97

A unified approach to the design and generation of complex database schemata. J. Peckham, B. MacKellar and J. Vorbach. *J DBM*, Vol. 8, No. 3: 16-25 Summer 97

An analysis of semantic overload in database access systems using multi-table query formulation. Sangkyu Rho and Salvatore T. March. *J DBM*, Vol. 8, No. 2: 3-14 Spring 97

An efficient data structure for organizing multidimensional data. Guang-Ho Cha and Chin-Wan Chung. *J DBM*, Vol. 8, No. 4: 3-14 Fall 97

Book review: Database: Models, languages, design by James L. Johnson. Ric Jentzsch. *J DBM*, Vol. 9, No. 1: 40-41 Winter 97

Book review: The data model resource book by Silverston, Inmon, and Graziano. Girish Subramanian. *J DBM*, Vol. 8, No. 4: 33-34 Fall 97

Covering all the bases. Michael Kieran. *Publish*, Vol. 12, No. 2: 64-70 Feb 97

Data clustering for effective mapping of object models to relational models. Narasimha Bolloju and Kranti Toraskar. *J DBM*, Vol. 8, No. 4: 16-23 Fall 97

Entity-relationship modeling and normalization errors. Douglas B. Bock. *J DBM*, Vol. 8, No. 1: 4-12 Winter 97

Framework for a geographic districting DSS using an intelligent object-oriented model. Ramesh Subramanian and Minnie Yen. *J DBM*, Vol. 8, No. 3: 3-14 Summer 97

How do actuaries use data containing errors? Models of error detection and error correction. Barbara D. Klein. *IRM J*, Vol. 10, No. 4: 27-36 Fall 97

Mass storage: survival in the terabyte age. *Man Off Tech*, Vol. 42, No. 8: 26 Aug 97

On estimators for aggregate relational algebra queries. Kaizheng Du and Gultekin Ozsoyoglu. *J DBM*, Vol. 8, No. 1: 24-36 Winter 97

Semantic multigranularity locking for object-oriented database management systems. Kyoung-In Kwon and Songchun Moon. *J DBM*, Vol. 8, No. 2: 23-33 Spring 97

Space and facilities database management program: College of Human Ecology. Sarah Greening. University of Minnesota, Master's thesis, 96

Temporal interoperability in multi-temporal databases. Fabio Grandi. *J DBM*, Vol. 9, No. 1: 14-23 Winter 97

Temporal object modeling: Diagramming conventions and design considerations. Richard Vidgen. *J DBM*, Vol. 8, No. 1: 14-23 Winter 97

The effect of user view characteristics on database design performance of novices. Dinesh Batra. *J DBM*, Vol. 8, No. 3: 27-36 Summer 97

The schema mapper: An expert system that determines the least cost physical file structure in a database management system. Scott J. Lloyd and Geoffery Steinberg. *J DBM*, Vol. 8, No. 2: 16-22 Spring 97

View maintenance for materialized transitive-closure relations. Ismail H. Toroslu. *J DBM*, Vol. 9, No. 1: 3-12 Winter 97

Decision Support Systems

Computer systems illustration of decision and techniques in CIS courses. Alexander I. Mechitov, Helen Moshkovich and David L. Olson. *J CIS*, Vol. 37, No. 4: 1-7 Summer 97

Decision making under time pressure: An investigation of decision speed and decision quality of computer-supported groups. C. A. P. Smith and Stephen C. Hayne. *Mgt Com Qtly*, Vol. 11, No. 1: 97-126 Aug 97

Decision support systems applications: An empirical assessment of their usage in small businesses. Vincent S. Lai. *J CIS*, Vol. 37, No. 2: 101-107 Winter 97

Document imaging: How to decide. Reesa Parker. *J CR*, Vol. 58, No. 9: 42-43 July 97

Intelligent CASE: An architecture and empirical study. Someswar Kesh. *J CIS*, Vol. 37, No. 3: 69-73 Spring 97

It's a matter of ethics: Surviving through ethics, Part III. Rushworth M. Kidder. *J CR*, Vol. 58, No. 4: 48-49, 51 Feb 97

Electronic Imaging

Book review: Outsourcing document conversion and indexing services by James Fruscione. April L. Dmytrenko. *Recs Mgt Qtly*, Vol. 31, No. 4: 67-69 Oct 97

Direct-imaging presses. Bob Weibel. *Publish*, Vol. 12, No. 6: 70-71 June 97

Disc and that. Virginia A. Jones. *Off Sys*, Vol. 14, No. 4: 50-52 Apr 97

Efficiency experts. James Felici. *Publish*, Vol. 12, No. 11: 72-73, 75-76, 78, 80 Nov 97

Electronic imaging management for beginners. Don M. Avedon. *Off Sys*, Vol. 14, No. 4: 34, 36, 38, 40, 60 Apr 97

Evaluating hybrid systems. Douglas P. Allen. *Recs Mgt Qtly*, Vol. 31, No. 1: 10-13, 14, 74 Jan 97

Photo opportunities. Scott Bury. *Publish*, Vol. 12, No. 3: 54-58, 60 Mar 97

Prior knowledge. Mark Langemo. *Off Sys*, Vol. 14, No. 4: 22, 24 Apr 97

Sharper with imaging. Mark Langemo. *Off Sys*, Vol. 14, No. 4: 26, 28, 30, 32-33 Apr 97

Slide show. Bob Weibel. *Publish*, Vol. 12, No. 3: 83-85 Mar 97

Software selection. Alex Brunner. *Off Sys*, Vol. 14, No. 4: 46, 48 Apr 97

Studio audience. Bob Weibel. *Publish*, Vol. 12, No. 4: 71-72, 74-78 Apr 97

The truth shall set you back. Marty Beaudet. *Publish*, Vol. 12, No. 3: 72-77 Mar 97

Yes, they scan. Richard Griffith. *Off Sys*, Vol. 14, No. 4: 41-42, 44-45 Apr 97

End-User Computing

An SDLC for end-user computing. Terry D. Lundgren. *OSR J*, Vol. 15, No. 2: 35-40 Fall 97

Computer end-user skills needed by business professionals now and toward 2000. Jensen J. Zhao. *J CIS*, Vol. 37, No. 4: 24-29 Summer 97

End user ability: Impact of job and individual differences. Barbara L. Marcolin, Malcolm C. Munro and Kevin G. Campbell. *J EUC*, Vol. 9, No. 3: 3-12 Summer 97

End user training: An experimental comparison of lecture versus computer-based training. George A. Bohlen and Thomas W. Ferratt. *J EUC*, Vol. 9, No. 3: 14-27 Summer 97

Hierarchy of end user computing needs: An empirical investigation. Mohammed H. A. Tafti and Ashraf I. Shirani. *J EUC*, Vol. 9, No. 4: 29-35 Fall 97

Recommended computer end-user skills for business students by Fortune 500 human resource executives. Jensen J. Zhao. *DPE J*, Vol. 38, No. 3: 155-166 Summer 96

Expert Systems

Clustering cases for case-based reasoning systems. Chun Hung Cheng, Jaideep Motwani, Ashok Kumar, and James Jiang. *J CIS*, Vol. 38, No. 1: 30-37 Fall 97

Knowledge acquisition frameworks: A case study of their development and assessment. Clyde W. Holsapple and William P. Wagner. *J CIS*, Vol. 37, No. 2: 13-20 Winter 97

SWXPert: A prototype expert system for serviceware selection. J. Michael Pearson, Carrie Lynn Davis and Carol Shanklin. *J CIS*, Vol. 37, No. 3: 1-8 Spring 97

Hardware

Benchmarking with product life cycle analysis in the semiconductor industry. Edward Mozley Roche. *IRM J*, Vol. 10, No. 4: 4-14 Fall 97

Color lasers hit the spot. Mike Hurwicz. *Publish*, Vol. 12, No. 5: 74-78, 80 May 97

DVD: Deal yourself a winning hand. John B. Dykeman. *Man Off Tech*, Vol. 42, No. 10: 18-20 Oct 97

Expand your view. Mike Hurwicz. *Publish*, Vol. 12, No. 7: 64-70 July 97

Lights, camera, accelerate! Bob Weibel. *Publish*, Vol. 12, No. 10: 110-114 Oct 97

RAIDiating confidence. Bob Weibel. *Publish*, Vol. 12, No. 12: 64-68, 70 Dec 97

The nuts and bolts of digital video: Make your presentations move. Jeff Sauer. *Present*, Vol. 11, No. 3: 40-48, 50-51 Mar 97

The world is getting flatter. Bob Weibel. *Publish*, Vol. 12, No. 8: 74-78 Aug 97

This buys me what? David F. Farkas. *Present*, Vol. 11, No. 2: A6-A9 Feb 97

What should you ask when renting computers? *Man Off Tech*, Vol. 42, No. 1: 32 Jan 97

When two heads are better than one. Bob Weibel. *Publish*, Vol. 12, No. 2: 50-53, 55-56, 58, 60 Feb 97

Working with DV requires storage muscle. Jeff Sauer. *Present*, Vol. 11, No. 3: 53-54, 56, 58-59 Mar 97

Networks

A bidirectional search approach for restoring circuits in communication networks. Tibor Gyires and Krishnan Muthuswamy. *J CIS*, Vol. 37, No. 2: 85-95 Winter 97

At work at home: Connectivity reigns. *Man Off Tech*, Vol. 42, No. 1: 18-20 Jan 97

Book review: Architects of the Web: 1,000 days that built the future of business by Robert H. Reid. Edward M. Roche. *Man Off Tech*, Vol. 42, No. 1: 36-37 Jan 97

Building a SOHO. Karen Alexander. *Off Sys*, Vol. 14, No. 12: 30-32, 52 Dec 97

Debates via computer networks: Improving writing & bridging classrooms. Jon M. Peha. *THE J*, Vol. 24, No. 9: 65-68 Apr 97

Decision making based on standards: A model for computerizing public education. John T. Whiting and Charles D. Graham. *THE J*, Vol. 25, No. 4: 48-50 Nov 97

Electronic commerce on the WWW/Internet. Richard G. Vedder, Carl S. Guynes and Michael T. Vanecek. *J CIS*, Vol. 38, No. 1: 20-25 Fall 97

Enriching the teaching/learning process with computers: Spreading the word on a college campus. Jill C Dardig. *THE J*, Vol. 25, No. 5: 52-54 Dec 97

Getting off to a good start on intranets. Caitlin Curtin. *T&D*, Vol. 51, No. 2: 42-46 Feb 97

Houston, we have a problem. Bob Filipczak. *Training*, Vol. 34, No. 4: 56-60 Apr 97

Innovative staffing to meet technological changes: A case study at Wake Forest University. Robin Roy Ganzert and Dawn Adele Watkins. *THE J*, Vol. 25, No. 4: 54-56 Nov 97

Integrating the Internet and the World Wide Web into the business classroom: A synthesis. Srinivasan Ragothaman and Diane Hoadley. *JEB*, Vol. 72, No. 4: 213-216 Mar/Apr 97

Internet access: Direct or on-line service? *Man Off Tech*, Vol. 42, No. 2: 32-33 Feb 97

Internet e-mail: What are the options? Christopher Logan. *Man Off Tech*, Vol. 42, No. 7: 30-31 July 97

Internet: An introduction to protocols and sites. Karen Forcht, Jay Colavita and William Penberthy. *J CIS*, Vol. 37, No. 2: 62-69 Winter 97

Intranet gear. Sacha Cohen. *T&D*, Vol. 51, No. 2: 57-58 Feb 97

Intranet news. Haidee Allerton. *T&D*, Vol. 51, No. 2: 55-56 Feb 97

Intranet security. Jim Canterucci. *T&D*, Vol. 51, No. 2: 47 Feb 97

Intranets uncovered. Sacha Cohen. *T&D*, Vol. 51, No. 2: 48-50 Feb 97

Managing Web growing pains in the business school. Lynn Heinrichs. *JEB*, Vol. 72, No. 4: 245-249 Mar/Apr 97

Networked multimedia at the University of Connecticut. Robert P. Vietzke. *THE J*, Vol. 24, No. 7: 82-83 Feb 97

Networking multimedia training. Joel Rakow. *Training*, Vol. 34, No. 3: 61-65 Mar 97

Networking office devices makes sense for most companies. *Man Off Tech*, Vol. 42, No. 3: 42 Mar 97

Patterns of use and prospects for adoption of the Internet technology: An empirical study. Mohammed H. A. Tafti and Ashraf I. Shirani. *J CIS*, Vol. 38, No. 1: 104-111 Fall 97

Seizing your intranet. Elliott Masie. *T&D*, Vol. 51, No. 2: 51-52 Feb 97

Spin city. Karen Alexander and Erin Rodewald. *Off Sys*, Vol. 14, No. 11: 34-36, 38 Nov 97

Teaching on the Net: What's the difference? Sheryl Burgstahler. *THE J*, Vol. 24, No. 9: 61-64 Apr 97

The Boulder Valley Internet project: Lessons learned. Lorraine Sherry. *THE J*, Vol. 25, No. 2: 68-72 Sep 97

The Internet and electronic communication systems in business and industry. Diane C. Davis. *Bus Ed Forum*, Vol. 51, No. 3: 11-14 Feb 97

The leadership role in making the technology connection. Ronald W. Costello. *THE J*, Vol. 25, No. 4: 58-62 Nov 97

The networked office: Four unique views. *Man Off Tech*, Vol. 42, No. 10: 36-37 Oct 97

The office cosmos: The connectivity universe. Lura K. Romei. *Man Off Tech*, Vol. 42, No. 6: 20-22 June 97

The science learning network: Partnerships, technology & teacher change. Stephen H. Baumann and Karen Elinich. *THE J*, Vol. 25, No. 1: 48-51 Aug 97

Timesharing T1 Internet access through wireless technology. Kathleen Sipher. *THE J*, Vol. 25, No. 3: 62-64 Oct 97

What you need to know: New discounts cut the toll for driving the information superhighway. David Brittain. *THE J*, Vol. 25, No. 2: 52-54 Sep 97

What's ahead for intranet technology: Some predictions. *T&D*, Vol. 51, No. 2: 53-54 Feb 97

Workgroup printers: Easier and less cost. *Man Off Tech*, Vol. 42, No. 4: 36 Apr 97

Optical disk

CD-recordable emerges. Hugh Bennett. *Present*, Vol. 11, No. 2: 44-49 Feb 97

Jukebox heroes. Bob Weibel. *Publish*, Vol. 12, No. 1: 75-77 Jan 97

Optical disk technology and open systems: Planning for conversions to the new technology. James J. Fruscione. *Recs Mgt Qtly*, Vol. 31, No. 3: 23-26, 28-30, 32, 34-35, 38 July 97

Waiting for Xpress. Ralph Berger. *Publish*, Vol. 12, No. 10: 52-56, 58 Oct 97

Programming

A measurement methodology for evaluating user interface management systems. Sreedhār Sundaram and K. Ramamurthy. *J CIS*, Vol. 37, No. 2: 54-61 Winter 97

An action-resource language for negotiation support. Meral Binbasioglu, Tung Bui and Pai-Chun Ma. *J CIS*, Vol. 37, No. 4: 89-96 Summer 97

C or PASCAL as an introductory CIS programming language? An empirical study of student experience and performance. Alan C. Benander and Barbara A. Benander. *J CIS*, Vol. 37, No. 3: 85-90 Spring 97

Unifying theories of program comprehension. Shane Sharpe. *J CIS*, Vol. 38, No. 1: 86-93 Fall 97

Records Management

Administrative agencies and the administrative process. John Montana. *Recs Mgt Qtly*, Vol. 31, No. 2: 49-50, 52-53 Apr 97

Battle of the bulging files. Nancy Christie. *Off Sys*, Vol. 14, No. 8: 32-35 Aug 97

Betting on bar codes. John T. Phillips. *Recs Mgt Qtly*, Vol. 31, No. 4: 48-50, 52 Oct 97

Book review: Navigating through change by Harry Woodward. April L. Dmytrenko. *Recs Mgt Qtly*, Vol. 31, No. 2: 70-71 Apr 97

Book review: Outsourcing document conversion and indexing services by James Fruscione. April L. Dmytrenko. *Recs Mgt Qtly*, Vol. 31, No. 4: 67-69 Oct 97

Book review: Records management: A practical guide for cities and counties by Julian L. Mims. April L. Dmytrenko. *Recs Mgt Qtly*, Vol. 31, No. 1: 54-55 Jan 97

Born to be filed. Mark Langemo. *Off Sys*, Vol. 14, No. 6: 24, 26, 28, 30, 32, 34 June 97

Canadian information professional sound the ALARM and ARMA and SAA reach out. J. Michael Pemberton. *Recs Mgt Qtly*, Vol. 31, No. 4: 62-64, 66 Oct 97

Chief knowledge officer: The climax to your career? J. Michael Pemberton. *Recs Mgt Qtly*, Vol. 31, No. 2: 66-69 Apr 97

Compromise and the art of records management: The Union 76 example. Sharon Hyder and Robert L. Sanders. *Recs Mgt Qtly*, Vol. 31, No. 2: 45-48 Apr 97

Confronting the big lie: A neo-Luddite manifesto. J. Michael Pemberton. *Recs Mgt Qtly*, Vol. 31, No. 1: 56-58, 60-62 Jan 97

Cost benefit analysis. April L. Dmytrenko. *Recs Mgt Qtly*, Vol. 31, No. 1: 16-18, 20 Jan 97

Creating color-coded files in-house brings new ease to recordkeeping. John Dykeman. *Man Off Tech*, Vol. 42, No. 10: 39 Oct 97

Critical issues in records management: Part I. Richard Griffith. *Off Sys*, Vol. 14, No. 9: 40-42, 44 Sep 97

Critical issues in records management: Part II. Richard Griffith. *Off Sys*, Vol. 14, No. 10: 16, 25, 27 Oct 97

Data and backfile conversions—Jobs for records managers? John T. Phillips. *Recs Mgt Qtly*, Vol. 31, No. 3: 43-44, 46 July 97

Decentralized document access still insures centralized control. John Dykeman. *Man Off Tech*, Vol. 42, No. 4: 32-33 Apr 97

Denmark: Toward global leadership in electronic archives and records management. David O. Stephens. *Recs Mgt Qtly*, Vol. 31, No. 3: 62, 64, 66, 71 July 97

Disc and that. Virginia A. Jones. *Off Sys*, Vol. 14, No. 4: 50-52 Apr 97

DM software quickly clinches ISO 9000 certification. John Dykeman. *Man Off Tech*, Vol. 42, No. 7: 26 July 97

Do electronic objects create business risk? John T. Phillips. *Recs Mgt Qtly*, Vol. 31, No. 1: 37, 40-42 Jan 97

Document security and international records management. David O. Stephens. *Recs Mgt Qtly*, Vol. 31, No. 4: 69-72, 74 Oct 97

EDI moves toward the Internet. John Dykeman. *Man Off Tech*, Vol. 42, No. 6: 37 June 97

Electronic imaging management for beginners. Don M. Avedon. *Off Sys*, Vol. 14, No. 4: 34, 36, 38, 40, 60 Apr 97

Electronic information and the records manager. Nancy B. Hinneberg and Amy W. Coughlin. *Recs Mgt Qtly*, Vol. 31, No. 4: 20-22, 24-26 Oct 97

Electronic recordkeeping provisions in international laws. David O. Stephens. *Recs Mgt Qtly*, Vol. 31, No. 2: 72, 74 Apr 97

Evaluating hybrid systems. Douglas P. Allen. *Recs Mgt Qtly*, Vol. 31, No. 1: 10-13, 14, 74 Jan 97

Flirting with disaster. Mark Langemo. *Off Sys*, Vol. 14, No. 10: 36, 38-39 Oct 97

Frequently asked questions: Records management. *Off Sys*, Vol. 14, No. 1: 26, 28, 30 Jan 97

From media to markets: A new paradigm for information management. Jerry N. Gauche. *Recs Mgt Qtly*, Vol. 31, No. 4: 3-6 Oct 97

Get with the program. Mark Langemo. *Off Sys*, Vol. 14, No. 3: 40, 42-44 Mar 97

Hang the CRM in your office. Julian L. Mims. *Recs Mgt Qtly*, Vol. 31, No. 2: 3-6, 8, 10-12, 71 Apr 97

If Marx had been a business process reengineer. Robert L. Sanders. *Recs Mgt Qtly*, Vol. 31, No. 2: 58-60, 62-65 Apr 97

Imaging system achieves payback in one year. John Dykeman. *Man Off Tech*, Vol. 42, No. 8: 31 Aug 97

Information management legislation in the last quarter of the 20th century: A records management disaster. Ira A. Penn. *Recs Mgt Qtly*, Vol. 31, No. 1: 3-6, 8-9 Jan 97

It's time for another look at commercial records centers. John Dykeman. *Man Off Tech*, Vol. 42, No. 9: 44, 46-47 Sep 97

Jobs vs. careers in records management: Dead ends and open roads? J. Michael Pemberton. *Recs Mgt Qtly*, Vol. 31, No. 3: 54, 56-59 July 97

Legal ethics and records management. John Montana. *Recs Mgt Qtly*, Vol. 31, No. 4: 43-44, 46-47 Oct 97

Optical disk technology and open systems: Planning for conversions to the new technology. James J. Fruscione. *Recs Mgt Qtly*, Vol. 31, No. 3: 23-26, 28-30, 32, 34-35, 38 July 97

Policy development for information systems department records. Susan K. Goodman. *Recs Mgt Qtly*, Vol. 31, No. 2: 27-28, 30-32, 34-37 Apr 97

Prior knowledge. Mark Langemo. *Off Sys*, Vol. 14, No. 4: 22, 24 Apr 97

Process or people. Robert L. Sanders. *Recs Mgt Qtly*, Vol. 31, No. 4: 54-58, 60-61 Oct 97

Raiders of the lost records. Barrett D. Ford. *Off Sys*, Vol. 14, No. 10: 28-30, 33-34 Oct 97

Records management for electronic documents. Julie Gable. *Recs Mgt Qtly*, Vol. 31, No. 4: 15-16, 18-19 Oct 97

Removable storage for the masses. Bob Weibel. *Publish*, Vol. 12, No. 6: 82-87 June 97

RIM self-evaluation—The case for the truth and realism. Robert L. Sanders. *Recs Mgt Qtly*, Vol. 31, No. 3: 47-50, 52-53 July 97

Safe bets. Nancy Christie. *Off Sys*, Vol. 14, No. 12: 56-58 Dec 97

Searching the World Wide Web. Konnie G. Kustron. *Recs Mgt Qtly*, Vol. 31, No. 3: 8-10, 12, 22 July 97

Selecting an offsite commercial records center. Michael J. Faber. *Recs Mgt Qtly*, Vol. 31, No. 1: 28-30, 32 Jan 97

Sharper with imaging. Mark Langemo. *Off Sys*, Vol. 14, No. 4: 26, 28, 30, 32-33 Apr 97

So you want to be a consultant. Linda A. Farrell. *Recs Mgt Qtly*, Vol. 31, No. 1: 21-24, 26-27 Jan 97

Software selection. Alex Brunner. *Off Sys*, Vol. 14, No. 4: 46, 48 Apr 97

Statutes of limitation and international records retention. David O. Stephens. *Recs Mgt Qtly*, Vol. 31, No. 1: 63-64, 66, 74 Jan 97

Statutes of limitation and records retention. John Montana. *Recs Mgt Qtly*, Vol. 31, No. 1: 33-34, 36, 74 Jan 97

Strategies for developing and strengthening records management programs. Mark Langemo. *Recs Mgt Qtly*, Vol. 31, No. 3: 3-4, 6-7 July 97

System development methodology: A misunderstood cornerstone of business modeling and software engineering. Michael L. Gibson and Thomas Roberts. *J CIS*, Vol. 37, No. 2: 70-84 Winter 97

Technology and the four-level information hierarchy. Patricia B. Daum. *Recs Mgt Qtly*, Vol. 31, No. 4: 8-10, 12, 14 Oct 97

The chief information officer: Rise and fall? Jeffrey B. Romanczuk and J. Michael Pemberton. *Recs Mgt Qtly*, Vol. 31, No. 2: 14-16, 18-20, 22-26 Apr 97

The complex new frontiers of electronic document management. John B. Dykeman. *Man Off Tech*, Vol. 42, No. 3: 20-22 Mar 97

The customer may be always right—but who is the customer? Fraser J. Boyd. *Recs Mgt Qtly*, Vol. 31, No. 2: 38-39, 42-44 Apr 97

The future of bureaucracy. Robert L. Sanders. *Recs Mgt Qtly*, Vol. 31, No. 1: 44-46, 48-50, 52 Jan 97

The role of standards in compound document management. Michael J. Muth. *Man Off Tech*, Vol. 42, No. 3: 37-38 Mar 97

The use of technologies and media in records information management. Diane C. Davis. *J Bus Train Ed*, Vol. 6: 51-63 97

Unidentified mail management: A model policy and procedures manual for the legal environment. Lee R. Nemchek. *Recs Mgt Qtly*, Vol. 31, No. 4: 27-28, 30-36, 38-39, 42 Oct 97

What's in a record? Public Citizen v. Carlin. John Montana. *Recs Mgt Qtly*, Vol. 31, No. 3: 40-42 July 97

What's in that data warehouse? John T. Phillips. *Recs Mgt Qtly*, Vol. 31, No. 2: 54-56 Apr 97

Where do you stand? Document management and the year 2000. Michael Roehl. *Man Off Tech*, Vol. 42, No. 12: 26-27 Dec 97

Yes, they scan. Richard Griffith. *Off Sys*, Vol. 14, No. 4: 41-42, 44-45 Apr 97

Software

A framework for software debugging. Tat W. Chan. *J CIS*, Vol. 38, No. 1: 67-73 Fall 97

A survey of personal productivity software use by business professionals. Pamela L. Hall and Steven C. Ross. *J CIS*, Vol. 37, No. 2: 27-36 Winter 97

Are you getting sapped? Bob Filipczak. *Training*, Vol. 34, No. 3: 40-44, 46, 48, 50 Mar 97

Bringing out the artist within. Chris Florio. Present, Vol. 11, No. 7: 55-58, 60 July 97

Business statistics education: Content and software in undergraduate business statistics courses. Manouchehr Tabatabai and Ralph Gamble. JEB, Vol. 73, No. 1: 48-53 Sep/Oct 97

DM software quickly clinches ISO 9000 certification. John Dykeman. Man Off Tech, Vol. 42, No. 7: 26 July 97

Experiences with multimedia development and deployment: A personal look. Jay Liebowitz. J CIS, Vol. 38, No. 1: 15-19 Fall 97

Gradient school. Dan Doerner and Jake Widman. Publish, Vol. 12, No. 2: 85-87 Feb 97

Identifying and cultivating exceptional software developers. Diane B. Walz and Judy L. Wynekoop. J CIS, Vol. 37, No. 4: 82-88 Summer 97

Intelligent CASE: An architecture and empirical study. Someswar Kesh. J CIS, Vol. 37, No. 3: 69-73 Spring 97

Introducing business communication students to automated speech recognition. Ruthann Dirks and Marvin J. Dirks. JEB, Vol. 72, No. 3: 153-156 Jan/Feb 97

Managing your money with personal finance software. Katie Lachance. J CR, Vol. 59, No. 2: 34-36 Dec 97

Many paths to learning software. Candice Harp, John Satzinger and Sandy Taylor. T&D, Vol. 51, No. 5: 81-84 May 97

Multimedia authoring software. Chris Florio. Present, Vol. 11, No. 5: 61-66, 68-69 May 97

Multiple personalities: Presentation programs aren't all alike. Jon Hanke. Present, Vol. 11, No. 6: 55-56, 58, 60-62 June 97

Project management software feature profitability: Windows, networks, mainframes, filtered task diagrams, schedules and calendars. Avi Rushinek and Sara F. Rushinek. J CIS, Vol. 37, No. 4: 48-55 Summer 97

Seven ways to build an illustration. Marty Beaudet. Publish, Vol. 12, No. 9: 44-45, 47, 49, 51-52, 54, 56, 58 Sep 97

Show-and-tell software. Haidee E. Allerton. T&D, Vol. 51, No. 6: 20-23 June 97

Software maintenance: An empirical study of the influence of maintenance characteristics on user information satisfaction. Steven D. White and Timothy Paul Cronan. J CIS, Vol. 38, No. 1: 1-14 Fall 97

Software piracy and computer-using professionals: A survey. A. Graham Peace. J CIS, Vol. 38, No. 1: 94-99 Fall 97

Software selection. Alex Brunner. Off Sys, Vol. 14, No. 4: 46, 48 Apr 97

Software simulation enhances science experiments. Frances M. Coleman. THE J, Vol. 25, No. 2: 56-58 Sep 97

The state of workflow. John Dykeman. Man Off Tech, Vol. 42, No. 1: 36 Jan 97

Web product watch. Publish, Vol. 12, No. 10: 96-97 Oct 97

Web-weaving 101. Jon Hanke. Present, Vol. 11, No. 9: 57-58, 60, 62, 64, 66 Sep 97

Systems Analysis

Adapting structured analysis & design tools for event-driven systems. Russell L. Purvis and William Leigh. *J CIS*, Vol. 37, No. 3: 21-28 Spring 97

Developing market preferred skills through focus on analysis and design in the capstone project course for CIS/MIS majors. Arup Mukherjee. *J CIS*, Vol. 37, No. 4: 68-73 Summer 97

Understanding object oriented analysis by the structured analyst. Gerard Rescigno and William Batt. *J CIS*, Vol. 37, No. 3: 41-46 Spring 97

Office Management

Building a SOHO. Karen Alexander. *Off Sys*, Vol. 14, No. 12: 30-32, 52 Dec 97

Chaos theory. Stephanie Denton. *Off Sys*, Vol. 14, No. 10: 64-66 Oct 97

Conducting business technology planning. *Man Off Tech*, Vol. 42, No. 7: 10-12 July 97

Fear, devotion to duty squelch unscheduled absences. *Man Off Tech*, Vol. 42, No. 10: 35 Oct 97

Juggling your home & office. *J CR*, Vol. 58, No. 5: 30-35 Mar 97

On time recorders. Jamie Latshaw. *Off Sys*, Vol. 14, No. 8: 36, 38-39 Aug 97

Ten dumb mistakes project managers make. *Man Off Tech*, Vol. 42, No. 7: 23 July 97

The networked office: Four unique views. *Man Off Tech*, Vol. 42, No. 10: 36-37 Oct 97

Equipment and Supplies

10 steps to equipment nirvana. Jeff Smith. *Off Sys*, Vol. 14, No. 7: 33-35 July 97

97 paper directory. Serena Herr. *Publish*, Vol. 12, No. 9: 63-72 Sep 97

56Kbps modems: Be aware before you buy. Curt Harler. *Man Off Tech*, Vol. 42, No. 9: 40-41 Sep 97

A pen for your thoughts. Richard B. Elsberry. *Off Sys*, Vol. 14, No. 4: 14, 16 Apr 97

Business explodes into color. Kevin Shea. *Man Off Tech*, Vol. 42, No. 4: 18-20, 22 Apr 97

Buyers guide to LCD and DLP projectors. William Bohannon. *Present*, Vol. 11, No. 1: 53-57 Jan 97

Buying office equipment: How the insiders do it. Kent A. Blake. *Man Off Tech*, Vol. 42, No. 11: 16-19 Nov 97

CD-recordable emerges. Hugh Bennett. *Present*, Vol. 11, No. 2: 44-49 Feb 97

Classic copiers. Sean Winfield. *Off Sys*, Vol. 14, No. 7: 24-26, 28, 56 July 97

Copier faux pas. Mark Rowh. *Off Sys*, Vol. 14, No. 10: 55-56 Oct 97

Copiers vs. mopers: Let's get ready to rumble! Sean Winfield. *Off Sys*, Vol. 14, No. 6: 36, 38, 40 June 97

Cuts to the chase. Sean Winfield. *Off Sys*, Vol. 14, No. 10: 44, 46-48 Oct 97

Expand your view. Mike Hurwicz. *Publish*, Vol. 12, No. 7: 64-70 July 97

Fax automation slashes costs. *Man Off Tech*, Vol. 42, No. 1: 38 Jan 97

Fax grows through multifunctionality. John C. Dupree. *Man Off Tech*, Vol. 42, No. 2: 36 Feb 97

Fax servers enhance fax broadcasting. *Man Off Tech*, Vol. 42, No. 6: 40 June 97

Featured performers. Tom Krattenmaker. *Off Sys*, Vol. 14, No. 11: 46, 48-49 Nov 97

Frequently asked questions: Copiers. *Off Sys*, Vol. 14, No. 1: 12, 14, 20-21 Jan 97

Frequently asked questions: Fax machines. *Off Sys*, Vol. 14, No. 1: 22, 24 Jan 97

Frequently asked questions: Multifunction systems. *Off Sys*, Vol. 14, No. 1: 33-34, 64 Jan 97

Frequently asked questions: Shredders. *Off Sys*, Vol. 14, No. 1: 49-51 Jan 97

Frequently asked questions: Supplies and accessories. *Off Sys*, Vol. 14, No. 7: 44-45 July 97

Frequently asked questions: Telephone and voice mail systems. *Off Sys*, Vol. 14, No. 1: 36, 38, 40-41 Jan 97

How to buy a digital duplicator. Steven Reny. *Man Off Tech*, Vol. 42, No. 10: 42 Oct 97

How to buy a scanner. Bruce Rennecker. *Man Off Tech*, Vol. 42, No. 4: 28 Apr 97

Hydraulics manufacturer processes orders and quotes fast and error-free. John B. Dykeman. *Man Off Tech*, Vol. 42, No. 11: 29 Nov 97

Jack-of-all-trades. Sean Winfield. *Off Sys*, Vol. 14, No. 5: 40, 42 May 97

Laser printers: How to choose one. *Man Off Tech*, Vol. 42, No. 11: 25-26 Nov 97

Midvolume crisis. John Derrick. *Off Sys*, Vol. 14, No. 2: 20-22, 24, 26 Feb 97

My favorite fax machine. Sean Winfield. *Off Sys*, Vol. 14, No. 3: 34, 36, 38 Mar 97

New surge specification shows promise, raises questions. *Man Off Tech*, Vol. 42, No. 2: 37 Feb 97

Office equipment: The 21st century. Frank G. Cannata. *Man Off Tech*, Vol. 42, No. 12: 30-31 Dec 97

Office reports: Bound for success. Ara C. Termby. *Man Off Tech*, Vol. 42, No. 8: 36 Aug 97

Paper jam. Justin T. Scott. *Off Sys*, Vol. 14, No. 2: 42-45 Feb 97

Power plays. C. Thomas Veilleux. *Off Sys*, Vol. 14, No. 5: 16, 20-21 May 97

Prepare well for buying shredders. *Man Off Tech*, Vol. 42, No. 11: 34-35 Nov 97

Printing without errors. Sean Winfield. *Off Sys*, Vol. 14, No. 12: 34, 36, 40 Dec 97

RAIDiating confidence. Bob Weibel. *Publish*, Vol. 12, No. 12: 64-68, 70 Dec 97

Recording stars. C. Thomas Veilleux. *Off Sys*, Vol. 14, No. 9: 33, 35-36 Sep 97

Reference check. Richard W. Pavely. *Off Sys*, Vol. 14, No. 12: 41-44 Dec 97

Removable storage for the masses. Bob Weibel. *Publish*, Vol. 12, No. 6: 82-87 June 97

Security blankets. Carrie Marston Scott. *Off Sys*, Vol. 14, No. 4: 18-21 Apr 97

Security horror stories: It came from inside the dumpster! Ara C. Trembly. *Man Off Tech*, Vol. 42, No. 4: 41-42 Apr 97

Shredder buyers' guide. Karen Alexander. *Off Sys*, Vol. 14, No. 8: 48, 50, 54-55 Aug 97

Signs (and labels) of the times. *Man Off Tech*, Vol. 42, No. 7: 34-35 July 97

Supplies-side economics. Mark Rowh. *Off Sys*, Vol. 14, No. 7: 36-37 July 97

Tabloid news. Mark Nichoson. *Publish*, Vol. 12, No. 9: 80-82, 84-86 Sep 97

Ten insider tips for reliable computing. *Man Off Tech*, Vol. 42, No. 3: 34 Mar 97

The ABCs of MFPs. Sean Winfield. *Off Sys*, Vol. 14, No. 9: 26-31 Sep 97

The plain truth. Mike Hurwicz. *Publish*, Vol. 12, No. 2: 79, 81-83 Feb 97

The world is getting flatter. Bob Weibel. *Publish*, Vol. 12, No. 8: 74-78 Aug 97

The year in review: A compendium of products, technologies and trends that made news in 97. *Present*, Vol. 11, No. 12: A7-A61 Dec 97

Thermal printers: Top dogs of high-end presentation output. Jean M. Cook. *Present*, Vol. 11, No. 2: 39-42 Feb 97

This buys me what? David F. Farkas. *Present*, Vol. 11, No. 2: A6-A9 Feb 97

Voice mail lessons. Richard B. Elsberry. *Off Sys*, Vol. 14, No. 2: 14-16 Feb 97

Wide-body inkjets. Bob Weibel. *Publish*, Vol. 12, No. 11: 62-66, 68, 70 Nov 97

You make the call. John Derrick. *Off Sys*, Vol. 14, No. 7: 38-42 July 97

Ergonomics and Facility Management

25 top hotels and conference centers for high-tech presentations. Robert Carey. *Present*, Vol. 11, No. 7: 34-36, 38, 40, 42 July 97

All systems go! Mark Rowh. *Off Sys*, Vol. 14, No. 3: 28-30, 32 Mar 97

An assessment of student computer ergonomic knowledge. Melody W. Alexander. *OSR J*, Vol. 15, No. 2: 27-33 Fall 97

BellSouth paradox: More productivity, less space. *Man Off Tech*, Vol. 42, No. 1: 24 Jan 97

Carpal tunnel syndrome: The facts behind the hype. Susannah Zak Figura. *Man Off Tech*, Vol. 42, No. 3: 28-29 Mar 97

Computer vision syndrome: Causes and cures. Jeffrey Anshel. *Man Off Tech*, Vol. 42, No. 7: 17-19 July 97

Conference planning guide. *T&D*, Vol. 51, No. 7: 42-45 July 97

CTD compensation depends on state. *Man Off Tech*, Vol. 42, No. 4: 25 Apr 97

Designing for the new century: Making the office more powerful? Teresita Deupi. *Man Off Tech*, Vol. 42, No. 4: 24-25 Apr 97

Dynamic designs. Robert Sagot. *Off Sys*, Vol. 14, No. 11: 26, 28 Nov 97

Eliminate those glaring errors. John Philip Bachner. *Man Off Tech*, Vol. 42, No. 7: 15-16 July 97

Ergonomics for the "virtual office." Gregg Labar. *Man Off Tech*, Vol. 42, No. 10: 22-24 Oct 97

Fall fashions for your computer workstation. Melissa Reichley. *Off Sys*, Vol. 14, No. 11: 40-42, 44 Nov 97

Frequently asked questions: Office design, furniture and ergonomics. *Off Sys*, Vol. 14, No. 1: 52-57 Jan 97

Grossed out! Scott Cullen. *Off Sys*, Vol. 14, No. 8: 20-23 Aug 97

Keys for success in the year 2000 and beyond. Kit Tuveson. *Man Off Tech*, Vol. 42, No. 12: 22-23 Dec 97

Meeting facilities that foster learning. Coleman Lee Finkel. *T&D*, Vol. 51, No. 7: 36-41 July 97

Practical lighting for the workplace. Terry McShane. *Man Off Tech*, Vol. 42, No. 2: 24-27 Feb 97

Products of our environments: We are where we work. Carrie Marston Scott. *Off Sys*, Vol. 14, No. 6: 20-22, 58 June 97

Sitting down on the job: How to do it right. Kristina Rundquist. *Man Off Tech*, Vol. 42, No. 9: 36-38 Sep 97

Space and facilities database management program: College of Human Ecology. Sarah Greening. University of Minnesota, Master's thesis, 96

Standing at the ready: Charting an ergonomics compliance course. John C. Bruening. *Man Off Tech*, Vol. 42, No. 11: 20-23 Nov 97

Teaching computer ergonomic techniques: Practices and perceptions of secondary and postsecondary business educators. Melody W. Alexander and Larry W. Arp. *DPE J*, Vol. 39, No. 1: 39-55 Winter 97

The comfort zone. Bill Marshall. *Off Sys*, Vol. 14, No. 5: 43-44, 46-47 May 97

Training business students to work in a green office. Cindy Adams, Vicki Simmons and Jennifer Stubblefield. *Bus Ed Forum*, Vol. 52, No. 2: 48-51 Dec 97

Trash talk. Christina Maccherone. *Off Sys*, Vol. 14, No. 9: 55-57 Sep 97

What image does your office convey? *Man Off Tech*, Vol. 42, No. 8: 25 Aug 97

Working well. Debra A. Velmsmid. *Off Sys*, Vol. 14, No. 9: 15-16 Sep 97

Workstation design can spell success. Susan Marcotullio. *Man Off Tech*, Vol. 42, No. 6: 27 June 97

You can design a proactive indoor air quality program. Francis M. Gallo. *Man Off Tech*, Vol. 42, No. 1: 25-28 Jan 97

Mail Management

Advanced mail equipment pushes the envelope. Carro Ford. *Man Off Tech*, Vol. 42, No. 9: 48-49 Sep 97

Confused by postal reclassification? Emanuel V. Librino. *Off Sys*, Vol. 14, No. 3: 20-21, 23-26 Mar 97

Frequently asked questions: Mail centers. *Off Sys*, Vol. 14, No. 1: 42-46, 48 Jan 97

Get with the mail management programs. Deborah Kerr. *Off Sys*, Vol. 14, No. 8: 11, 13, 15-16 Aug 97

Mail center makeover. Richard W. Pavely. Off Sys, Vol. 14, No. 5: 22, 25-26 May 97

Man of letters. Richard W. Pavely. Off Sys, Vol. 14, No. 8: 40-42 Aug 97

Necessary expenses. Richard W. Pavely. Off Sys, Vol. 14, No. 3: 14, 16 Mar 97

On the inbound. Off Sys, Vol. 14, No. 5: 28, 30, 32-35 May 97

Pro shop. Richard W. Pavely. Off Sys, Vol. 14, No. 10: 50, 53 Oct 97

Reference check. Richard W. Pavely. Off Sys, Vol. 14, No. 12: 41-44 Dec 97

Right-sizing mail operations. Emanuel V. Librino. Off Sys, Vol. 14, No. 8: 24-28, 30-31 Aug 97

The postman always clicks twice. Richard W. Pavely. Off Sys, Vol. 14, No. 7: 18-20, 23 July 97

Unidentified mail management: A model policy and procedures manual for the legal environment. Lee R. Nemchek. Recs Mgt Qtly, Vol. 31, No. 4: 27-28, 30-36, 38-39, 42 Oct 97

Support Staff

A study to determine if the basic clerical skills being taught in selected counties of Southwest Missouri are the same basic clerical skills employers in these counties expect entry-level clerical employees to possess. Brenda Lambe. Southwest Missouri State University, Master's thesis, 96

Characteristics of medical administrative office support in the Rend Lake College District #521. Nancy Anderson. Southern Illinois University at Carbondale, Master's thesis, 96

Factors influencing the leadership styles of administrative staff at Rend Lake College, Ina, Illinois. Charles E. Ruffino. Southern Illinois University at Carbondale, Master's thesis, 96

Preparing office professionals for the next century. Beryl C. McEwen. Bus Ed Forum, Vol. 52, No. 1: 42-45 Oct 97

Small business hiring practices for employing office staff. Melody W. Alexander, Charles M. Ray and Douglas W. Naffziger. OSR J, Vol. 15, No. 2: 9-19 Fall 97

The integration of workplace skills in academic classrooms at the School of Secretarial Science, Mara Institute of Technology, Malaysia. Salina Noranee. Southern Illinois University at Carbondale, Master's thesis, 96

The relationship between job satisfaction and work-group arrangement of high level administrative support staff. Mary Wisensel. University of Minnesota, Doctoral dissertation, 96

Personnel Issues

Balancing act. Marlene Lozada. Techniques, Vol. 72, No. 1: 14-19, 64 Jan 97

Building a SOHO. Karen Alexander. Off Sys, Vol. 14, No. 12: 30-32, 52 Dec 97

Employee expertise: The status of the theory and the literature. K. Peter Kuchinke. PIQ, Vol. 10, No. 4: 72-86 97

EQ: Edging toward respectability. Jay Stuller. Training, Vol. 34, No. 6: 42-46, 48 June 97

HR managers, prepare for the year 2000. Jeffrey E. Christian. Man Off Tech, Vol. 42, No. 12: 21 Dec 97

Legal ethics and records management. John Montana. *Recs Mgt Qtly*, Vol. 31, No. 4: 43-44, 46-47 Oct 97

On time recorders. Jamie Latshaw. *Off Sys*, Vol. 14, No. 8: 36, 38-39 Aug 97

Personal finance education for employees: Evidence on the bottom-line benefits. E. Thomas Garman. *Fin C&P*, Vol. 8, No. 2: 1-8 97

Telecommuting: A study of employees' beliefs. Mohamed Khalifa and Jamshid Etezadi. *J CIS*, Vol. 38, No. 1: 78-85 Fall 97

Telecommuting: Acceptance, adoption, and application. Robert D. Spillman and Frank B. Markham. *J CIS*, Vol. 37, No. 4: 8-12 Summer 97

Working well. Debra A. Velsmid. *Off Sys*, Vol. 14, No. 9: 15-16 Sep 97

Diversity

African American and European American women in the workplace. Robert Shuter and Lynn H. Turner. *Mgt Com Qtly*, Vol. 11, No. 1: 74-96 Aug 97

Can generation Xers be trained? Shari Caudron. *T&D*, Vol. 51, No. 3: 20-24 Mar 97

Civil rights for Americans working abroad. Paul S. Greenlaw, Austin D. Swanson and John P. Kohl. *JEB*, Vol. 72, No. 4: 221-223 Mar/Apr 97

Exploring the relationship between self-construal and dimensions of group effectiveness. John G. Oetzel and Keri Bolton-Oetzel. *Mgt Com Qtly*, Vol. 10, No. 3: 289-315 Feb 97

Final word: Response to Adams. Richard K. Caputo and Mary Cianni. *HRD Qtly*, Vol. 8, No. 3: 225-227 Fall 97

Gender differences in the investment decision-making process. Lori L. Embrey and Jonathan J. Fox. *Fin C&P*, Vol. 8, No. 2: 33-39 97

Invited reaction: Reflections on Caputo and Cianni's research. Doris E. Adams. *HRD Qtly*, Vol. 8, No. 3: 219-224 Fall 97

Language, sex, and power: Women and men in the workplace. Richard Koonce. *T&D*, Vol. 51, No. 9: 34-39 Sep 97

Men's and women's organizational peer relationships: A comparison. Janie Harden Fritz. *J Bus Com*, Vol. 34, No. 1: 27-46 Jan 97

No easy path for women in non-traditional careers. *Techniques*, Vol. 72, No. 4: 17-21 Apr 97

Prejudice and behavioral archetypes: A new model for cultural-diversity training. Lyle Sussman. *Bus Com Qtly*, Vol. 60, No. 1: 7-18 Mar 97

Preparing women for careers in international management. John A. Ruhe and William R. Allen. *JEB*, Vol. 72, No. 5: 278-282 May/June 97

Preretirees' perception of retirement income. Virginia W. Junk, Linda K. Fox, Martha J. Einerson, and Linda K. Taff. *Fin C&P*, Vol. 8, No. 2: 41-55 97

Sex differences, organizational level, and superiors' evaluation of managerial leadership. Katherine B. Knott and Elizabeth J. Natalie. *Mgt Com Qtly*, Vol. 10, No. 4: 523-540 May 97

Social barriers to successful reentry into mainstream organizational culture: Perceptions of people with disabilities. Mike A. Boyle. *HRD Qtlly*, Vol. 8, No. 3: 259-268 Fall 97

Teaching diversity and civility, Part 1. Beryl C. McEwen. *DPE Instr Strat*, Vol. 13, No. 1: 1-4 Mar 97

Teaching diversity and civility, Part 2. Beryl C. McEwen. *DPE Instr Strat*, Vol. 13, No. 2: 1-4 June 97

The acculturation of immigrants to U.S. organizations: The case of Muslim employees. Khalid Mohammed Alkhazraji, William L. Gardner, III, Jeanette S. Martin, and Joseph G. P. Paolillo. *Mgt Com Qtlly*, Vol. 11, No. 2: 217-265 Nov 97

The experiences of women in a public relations firm: A phenomenological explication. Diane S. Krider and Peter G. Ross. *J Bus Com*, Vol. 34, No. 4: 437-454 Oct 97

The job training experiences of black and white women, 1970-1991. Richard K. Caputo and Mary Cianni. *HRD Qtlly*, Vol. 8, No. 3: 197-218 fall 97

Women's advancement in the accounting profession: Consideration of person-centered and organization-centered explanations. Janet S. Omundson, Richard G. Schroeder and Mary B. Stevens. *Mid-Amer J Bus*, Vol. 12, No. 1: 59-68 Spring 97

Ethics and Law

A licensing primer for trainers. George Kimmerling. *T&D*, Vol. 51, No. 1: 30-35 Jan 97

AIDS in the workplace: The response of American business schools. John P. Kohl, Allen M. Miller and Norval F. Pohl. *JEB*, No. 2: 98-101 Nov/Dec 97

An analysis of Chinese laws against computer crimes. Hakman A. Wan and Ming-te Lu. *J Global IM*, Vol. 5, No. 2: 16-21 Spring 97

Duty-to-warn: Implications for school administrators. Richard L. Roberts, Larry Rogers and Sara M. Fier. *Clearings*, Vol. 71, No. 1: 53-57 Sep/Oct 97

Editorial—A vision of integrity and the mission of performance improvement. Peter Dean. *PIQ*, Vol. 10, No. 4: 3-16 97

Ethical implications of technological advances on business communication. Richard T. Herschel and Patricia Hayes Andrews. *J Bus Com*, Vol. 34, No. 2: 160-170 Apr 97

Ethical questions regarding joint authorship: Business and nonbusiness faculty perceptions on noncontributing authorship. J. Brooke Hamilton, III, Anthony J. Greco and John R. Tanner. *JEB*, Vol. 72, No. 6: 325-330 July/Aug 97

Ethics in strategic communication campaigns: The case for a new approach to public relations. Carl Botan. *J Bus Com*, Vol. 34, No. 2: 188-202 Apr 97

Ethics instruction in the classroom of business educators. Vivian Arnold, B. June Schmidt and Randall L. Wells. *DPE J*, Vol. 38, No. 4: 185-194 Fall 96

Heroes as a context for teaching ethics. Barbara Apostolou and Nicholas Apostolou. *JEB*, Vol. 73, No. 2: 121-125 Nov/Dec 97

How to use a values audit. David Trickett. *T&D*, Vol. 51, No. 3: 34-38 Mar 97

Integrating managerial ethics into the business communication curriculum. Paula E. Brown and Jean Mausehund. *Bus Com Qtlly*, Vol. 60, No. 1: 77-91 Mar 97

It takes a thief. William Gilstrap. *Off Sys*, Vol. 14, No. 9: 50-51, 66 Sep 97

It's a matter of ethics: Communicating responsibly online. Ben Rogner. *J CR*, Vol. 58, No. 9: 44-45 July 97

It's a matter of ethics: New code provisions. *J CR*, Vol. 59, No. 2: 46-47 Dec 97

It's a matter of ethics: Surviving through ethics, Part II. Rushworth M. Kidder. *J CR*, Vol. 58, No. 3: 50-51 Jan 97

It's a matter of ethics: Surviving through ethics, Part III. Rushworth M. Kidder. *J CR*, Vol. 58, No. 4: 48-49, 51 Feb 97

It's a matter of ethics: Teacher and student—one and the same. William D. Brown. *J CR*, Vol. 58, No. 5: 48 Mar 97

It's a matter of ethics: Whose transcript is it, anyway? Therese Casterline. *J CR*, Vol. 58, No. 7: 49 May 97

It's a matter of ethics: Libel and the Internet. Todd Woody. *J CR*, Vol. 58, No. 6: 48, 51 Apr 97

James Bond and George Smiley go into business—Teaching about business espionage. Ernest M. Teagarden. *JEB*, Vol. 72, No. 4: 250-252 Mar/Apr 97

Managers' perceptions of ethical behavior related to selected computer activities. Judith C. Simon, Lillian H. Chaney and Julie A. Lyden. *OSR J*, Vol. 15, No. 2: 1-8 Fall 97

On the road to maturity. N. Lamar Reinsch, Jr. *J Bus Com*, Vol. 34, No. 2: 220-226 Apr 97

Patterns of use and prospects for adoption of the Internet technology: An empirical study. Mohammed H. A. Tafti and Ashraf I. Shirani. *J CIS*, Vol. 38, No. 1: 104-111 Fall 97

Software piracy and computer-using professionals: A survey. A. Graham Peace. *J CIS*, Vol. 38, No. 1: 94-99 Fall 97

Teaching students how to write to avoid legal liability. Thomas Clark. *Bus Com Qtrly*, Vol. 60, No. 3: 71-77 Sep 97

The development of a structured ethical integrity interview for pre-employment screening. John C. Hollwitz and Donna R. Pawlowski. *J Bus Com*, Vol. 34, No. 2: 203-219 Apr 97

The effects of interpersonal closeness and issue seriousness on blowing the whistle. Granville King, III. *J Bus Com*, Vol. 34, No. 4: 419-436 Oct 97

The ethics of strategic ambiguity. Jim Paul and Christy A. Strbiak. *J Bus Com*, Vol. 34, No. 2: 149-159 Apr 97

The new spirit at work. Pamela Leigh. *T&D*, Vol. 51, No. 3: 26-33 Mar 97

Two methods of business ethics instruction at the secondary level: The effects on ethical decision-making skills, perceptions, and completion time. Cathleen J. Golden. University of Missouri—Columbia, Doctoral dissertation, 96

Visual ethics. Donna S. Kienzler. *J Bus Com*, Vol. 34, No. 2: 171-187 Apr 97

Worried that white collar crime is afoot? Donald Bucklin. *Man Off Tech*, Vol. 42, No. 6: 24 June 97

Occupational Information

A job by any other name. Jana Jopson and Hershella Smith. T&D, Vol. 51, No. 6: 28-30 June 97

A managerial perspective: Oral communication competency is most important for business students in the workplace. Jeanne D. Maes, Teresa G. Weldy and Marjorie L. Icenogle. J Bus Com, Vol. 34, No. 1: 67-80 Jan 97

A study to determine Christian County, Missouri, employer satisfaction and expectations of entry-level employees. Andrea L. Smith. Southwest Missouri State University, Master's thesis, 96

A study to determine if the basic clerical skills being taught in selected counties of Southwest Missouri are the same basic clerical skills employers in these counties expect entry-level clerical employees to possess. Brenda Lambe. Southwest Missouri State University, Master's thesis, 96

A visual heuristic for promoting a rhetorically based job search. Helen Foster. Bus Com Qtlly, Vol. 60, No. 1: 163-165 Mar 97

Bullets, boxes, and borders. Jennie Hunter, Rita Noel and Jeff Bewsey. NABTE Rev, No. 24: 8-19 97

Career vision: A process for lifelong learning. Linda L. Gamble. NBEA Yrbk, No. 35: 184-195 97

Characteristics of medical administrative office support in the Rend Lake College District #521. Nancy Anderson. Southern Illinois University at Carbondale, Master's thesis, 97

Competencies: The next generation. Patricia A. McLagan. T&D, Vol. 51, No. 5: 40-47 May 97

Convincing the recruiter: A comparison of resume formats. Kevin M. McNeilly and Terri Feldman Barr. JEB, Vol. 72, No. 6: 359-363 July/Aug 97

Cross-sectioning mock job interviews for peer evaluation. Jay Lundelius and Emma Poon. Bus Com Qtlly, Vol. 60, No. 1: 165-170 Mar 97

Education for careers in management accounting, auditing, and tax: A comparison. Adel M. Novin. JEB, Vol. 73, No. 1: 29-34 Sep/Oct 97

Employers' perceptions of work skills. Brien N. Smith, Carolee Jones and Judy Lane. Bus Ed Forum, Vol. 51, No. 4: 11-17 Apr 97

Finding green in the green movement. Julie A. Miller. Techniques, Vol. 72, No. 2: 20-23, 70 Feb 97

Future work. Linda J. Austin and Cheryl L. Willis. NBEA Yrbk, No. 35: 160-170 97

Hiring trends. Techniques, Vol. 72, No. 3: 30-31 Mar 97

How much do you really know about substance abuse? Richard G. Ensman, Jr. J CR, Vol. 58, No. 10: 45-47, 129 Aug/Oct 97

Interview with business and industry. Techniques, Vol. 72, No. 5: 22-25 May 97

It's a seller's market: Internet skills are in demand. Man Off Tech, Vol. 42, No. 3: 26 Mar 97

Job-seeking process. Zane K. Quible. NBEA Yrbk, No. 35: 171-183 97

Knowledge workers in demand through year 2000. Man Off Tech, Vol. 42, No. 1: 22 Jan 97

Longitudinal perspective and current profile: Eighteen years of office systems graduate follow-up. Mellanie Herbert and Mary Margaret Hosler. JEB, Vol. 72, No. 3: 144-148 Jan/Feb 97

Microcomputer usage by business education advisory committee members in selected Arkansas businesses. Bonnie L. Faupel. University of Arkansas at Little Rock, Doctoral dissertation, 96

No easy path for women in non-traditional careers. Techniques, Vol. 72, No. 4: 17-21 Apr 97

Organizations and internships. Cathy Ryan and Roberta H. Krapels. Bus Com Qtly, Vol. 60, No. 4: 126-131 Dec 97

Personnel administrators' preferences for resume content: Ten years after. Kevin L. Hutchinson and Diane S. Brefka. Bus Com Qtly, Vol. 60, No. 2: 67-75 June 97

Preparing a scannable resume. Carol Roever. Bus Com Qtly, Vol. 60, No. 1: 156-159 Mar 97

Preparing an online resume. Tim Krause. Bus Com Qtly, Vol. 60, No. 1: 159-161 Mar 97

Preparing office professionals for the next century. Beryl C. McEwen. Bus Ed Forum, Vol. 52, No. 1: 42-45 Oct 97

Recommended computer end-user skills for business students by Fortune 500 human resource executives. Jensen J. Zhao. DPE J, Vol. 38, No. 3: 155-166 Summer 96

Simple steps for keeping your job. Man Off Tech, Vol. 42, No. 2: 22 Feb 97

Skills for success in the workplace. Janet Tennis. Southwest Missouri State University's thesis, 96

Slogging toward the millennium. Alan Weiss. Training, Vol. 34, No. 4: 51-54 Apr 97

Telecommuting: Making the commitment work. Curt Harler. Man Off Tech, Vol. 42, No. 2: 18-21 Feb 97

The development of a structured ethical integrity interview for pre-employment screening. John C. Hollwitz and Donna R. Pawlowski. J Bus Com, Vol. 34, No. 2: 203-219 Apr 97

The employment portfolio—The competitive edge. Myrena S. Jennings and Janna P. Vice. KBEA J, 12-13 Spring 97

The integration of workplace skills in academic classrooms at the School of Secretarial Science, Mara Institute of Technology, Malaysia. Salina Noranee. Southern Illinois University at Carbondale, Master's thesis, 96

Using the World Wide Web to teach employment communication. K. Virginia Hemby. Bus Com Qtly, Vol. 60, No. 1: 161-163 Mar 97

What CEOs expect of employees hired for international work. Ruthann Dirks and Janet Buzzard. Bus Ed Forum, Vol. 51, No. 4: 3-7 Apr 97

What computer skills do employers expect from recent college graduates? Philip Davis. THE J, Vol. 25, No. 2: 74-78 Sep 97

Workplace competencies: Trends in advertised entry-level technology, interpersonal, and basic communication job skills, 1992-1995. Alexa Bryans North and William E. Worth. OSR J, Vol. 15, No. 1: 1-6 Spring 97

Performance Evaluation

A survey into productivity measures in the information systems function. J. Michael Pearson, Ross Hightower and Nancy L. Russo. *J CIS*, Vol. 37, No. 4: 74-81 Summer 97

De-stress for success. Sacha Cohen. *T&D*, Vol. 51, No. 11: 76-80 Nov 97

Focusing the international personnel performance appraisal process. Michael Harvey. *HRD Qtlly*, Vol. 8, No. 1: 41-62 Spring 97

Improving program outcome with process-based performance feedback. Lucius Arco. *J Org Beh Mgt*, Vol. 17, No. 1: 37-64 97

Ratee preferences concerning performance management and appraisal. Alain Gosselin, Jon M. Werner and Nicole Halle. *HRD Qtlly*, Vol. 8, No. 4: 315-333 Winter 97

The effectiveness of task clarification, positive reinforcement and corrective feedback in changing courtesy among police staff. Carlene Wilson, Nadia Boni and Amanda Hogg. *J Org Beh Mgt*, Vol. 17, No. 1: 65-99 97

The search for the optimum individual monetary incentive pay system: A comparison of the effects of flat pay and linear and non-linear incentive pay systems on worker productivity. Delores A. Smoot and Phillip K. Duncan. *J Org Beh Mgt*, Vol. 17, No. 2: 5-75 97

Professional Development

A model for trainer certification. Cyndi Gaudet, Peter Vail, Trina Smith, and Donna Conerly. *NABTE Rev*, No. 24: 53-57 97

Applying emotional intelligence in the workplace. Robert K. Cooper. *T&D*, No. 12: 31-38 Dec 97

Book review: On becoming a leader by Warren Bennis. Melissa Gibson Hancox. *Mid-Amer J Bus*, Vol. 12, No. 1: 78-79 Spring 97

Chaos theory. Stephanie Denton. *Off Sys*, Vol. 14, No. 10: 64-66 Oct 97

Cooking up world-class training. Ron Zemke. *Training*, Vol. 34, No. 2: 52-54, 56-58 Feb 97

Creating strategists. Stephen J. Wall. *T&D*, Vol. 51, No. 5: 75-76, 78-79 May 97

Creative fitness. Tom Verberne. *T&D*, Vol. 51, No. 8: 68-71 Aug 97

Faculty development video conferences: What we have learned. Henry Hartman and Bob Crook. *THE J*, Vol. 24, No. 8: 69-72 Mar 97

Faculty externships: Closing the gap between business higher education and business practice. R. B. Barton, Betty A. Driver, Michael T. Lanier, and Jane P. Hall. *KBEA J*, 20-25 Spring 97

Future work. Linda J. Austin and Cheryl L. Willis. *NBEA Yrbk*, No. 35: 160-170 97

Hang the CRM in your office. Julian L. Mims. *Recs Mgt Qtlly*, Vol. 31, No. 2: 3-6, 8, 10-12, 71 Apr 97

How leaders develop leaders. Eli Cohen and Noel Tichy. *T&D*, Vol. 51, No. 5: 58-63, 65-67, 69-73 May 97

In search of meaning not money. Kathleen Brady. *Techniques*, Vol. 72, No. 4: 34-36 Apr 97

International opportunities for business educators. James Calvert Scott. *Bus Ed Forum*, Vol. 51, No. 4: 25-27 Apr 97

It takes all kinds: Creativity in the work force. Bob Filipczak. Training, Vol. 34, No. 5: 32-38, 40 May 97

Online, off-track. Julie A. Miller. Techniques, Vol. 72, No. 7: 13-15 Oct 97

Overcoming faculty's fear and loathing: One principal's approach. Shelley Borrer Jackson. THE J, Vol. 25, No. 4: 65-66 Nov 97

Plan for business success and maximize marketing dollars. Pamela Larson Truax and Monique Reece Myron. J CR, Vol. 59, No. 2: 48-49 Dec 97

Planning HRD interventions: What, why, and how. Sharon J. Korth. PIQ, Vol. 10, No. 4: 51-71 97

Professional development the Disney way. Haidee Allerton. T&D, Vol. 51, No. 5: 50-56 May 97

Retain, retrain and reward business educators. Dorothy A. Neal. NBEA Yrbk, No. 35: 130-135 97

Seekers and scalers: The future leaders. Randall P. White. T&D, Vol. 51, No. 1: 20-24 Jan 97

Simple steps for keeping your job. Man Off Tech, Vol. 42, No. 2: 22 Feb 97

Situational leadership: Conversations with Paul Hershey. John R. Schermerhorn, Jr. Mgt Com Qtly, Vol. 10, No. 4: 5-11 May 97

Six key indicators guaranteed to reduce audience stress and increase your applause. Karen Susman. Recs Mgt Qtly, Vol. 31, No. 3: 18, 20-22 July 97

So you want to be a consultant. Linda A. Farrell. Recs Mgt Qtly, Vol. 31, No. 1: 21-24, 26-27 Jan 97

Stories at work. Bonnie Durrance. T&D, Vol. 51, No. 2: 25-29 Feb 97

Striking a chord. Eric Ries. Techniques, Vol. 72, No. 4: 22-24, 44 Apr 97

Teachers at work. Techniques, Vol. 72, No. 8: 30-31 Nov/Dec 97

Tenure: Tenured versus nontenured faculty perspectives. Shane R. Premeaux and R. Wayne Mondy. JEB, Vol. 72, No. 6: 349-353 July/Aug 97

The \$500,000 quest. Ione D. Phillips. Techniques, Vol. 72, No. 2: 24-26, 28-29 Feb 97

The bluebirds' secret: Mentoring with bravery and balance. Chip R. Bell. T&D, Vol. 51, No. 2: 30-33 Feb 97

The early days of the *Bulletin* and the *Journal*. George H. Douglas. Bus Com Qtly, Vol. 60, No. 1: 147-154 Mar 97

The invisible wall. John H. Zenger. T&D, Vol. 51, No. 10: 24-27 Oct 97

The movement to professionalize secondary public school teachers in the United States and National Board Certification. Tamarah President. Lehman College, City University of New York, Master's thesis, 96

The search for meaning at work. Shari Caudron. T&D, Vol. 51, No. 9: 24-27 Sep 97

The toughest test. Anna Sumner. Techniques, Vol. 72, No. 1: 28-31, 65 Jan 97

Thinking about our future. J. Edward Varallo. J CR, Vol. 59, No. 2: 38-40 Dec 97

Top gunning: Qualified CEOs are hard to find. *Man Off Tech*, Vol. 42, No. 9: 33 Sep 97

What to do about anger in the workplace. Helen Frank Bensimon. *T&D*, Vol. 51, No. 9: 28-32 Sep 97

World-class challenges for business communication: Concepts, competence, and connections. Daphne A. Jameson. *Bus Com Qtly*, Vol. 60, No. 2: 144-149 June 97

You want tomatoyotes, I want tomahtoes. Bob Nelson, Lael Good and Tom Hill. *Training*, Vol. 34, No. 6: 56-60, 62 June 97

Work Behavior

A conversation with doctor paradox. David Stamps. *Training*, Vol. 34, No. 5: 42-48 May 97

A study to determine Christian County, Missouri, employer satisfaction and expectations of entry-level employees. Andrea L. Smith. Southwest Missouri State University, Master's thesis, 96

An examination of organizational communication as a moderator of the relationship between job performance and job satisfaction. John D. Pettit, Jr., Jose R. Goris and Bobby C. Vaught. *J Bus Com*, Vol. 34, No. 1: 81-98 Jan 97

An examination of the relationship of motivation needs, cultural factors, and job satisfaction among managers in selected business enterprises in Nigeria. John O. Okpara. New York University, Doctoral dissertation, 96

Ancient Chinese wisdom for the modern workplace. Kirsten Lagatree. *T&D*, Vol. 51, No. 1: 26-29 Jan 97

Are you stressed or eustressed? Richard J. Ensmann, Jr. *J CR*, Vol. 58, No. 4: 42-45 Feb 97

Clock watchers. C. Thomas Veilleux. *Off Sys*, Vol. 14, No. 2: 46-48 Feb 97

Communication mistakes only really smart people make. Pat Wagner. *Recs Mgt Qtly*, Vol. 31, No. 3: 13-14, 16-17 July 97

Competencies: The next generation. Patricia A. McLagan. *T&D*, Vol. 51, No. 5: 40-47 May 97

De-stress for success. Sacha Cohen. *T&D*, Vol. 51, No. 11: 76-80 Nov 97

"Dressing down" in the business communication curriculum. William McPherson. *Bus Com Qtly*, Vol. 60, No. 1: 134-146 Mar 97

Effect of flexible work schedules on work and family life. Leann Whittler. Southern Illinois University at Carbondale, Master's thesis, 96

Electronic performance monitoring: An organizational justice and concertive control perspective. G. Stoney Alder and Phillip K. Tompkins. *Mgt Com Qtly*, Vol. 10, No. 3: 259-288 Feb 97

Factors influencing the leadership styles of administrative staff at Rend Lake College, Ina, Illinois. Charles E. Ruffino. Southern Illinois University at Carbondale, Master's thesis, 96

Fear, devotion to duty squelch unscheduled absences. *Man Off Tech*, Vol. 42, No. 10: 35 Oct 97

How much do you really know about substance abuse? Richard G. Ensmann, Jr. *J CR*, Vol. 58, No. 10: 45-47, 129 Aug/Oct 97

Identification with multiple targets in a geographically dispersed organization. Craig R. Scott. *Mgt Com Qtly*, Vol. 10, No. 4: 491-522 May 97

Improving program outcome with process-based performance feedback. Lucius Arco. *J Org Beh Mgt*, Vol. 17, No. 1: 37-64 97

Improving the management of overtime costs through decentralized controls: Managing an organizational metacontingency. Michael C. Clayton, Thomas C. Mawhinney, David E. Luke, and Harold G. Cook. *J Org Beh Mgt*, Vol. 17, No. 2: 77-98 97

In search of the soul of HRD. William Kahnweiler and Fred L. Otte. *HRD Qtly*, Vol. 8, No. 2: 171-181 Summer 97

Integration versus distribution in contract negotiations: An interaction analysis of strategy use. Elizabeth M. Goering. *J Bus Com*, Vol. 34, No. 4: 383-400 Oct 97

It takes a thief. William Gilstrap. *Off Sys*, Vol. 14, No. 9: 50-51, 66 Sep 97

Job satisfaction and organizational commitment among "guest-worker" salesforces: The case of Saudi Arabia. Shahid N. Bhuian and Alhassan G. Abdul-Muhmin. *J Global Mkt*, Vol. 10, No. 3: 27-44 97

Job satisfaction of full-time business instructors in Southern Illinois Community Colleges and in Jamaica: Its influence on their performance. Jennifer Hall. Southern Illinois University at Carbondale, Master's thesis, 96

Language, sex, and power: Women and men in the workplace. Richard Koonce. *T&D*, Vol. 51, No. 9: 34-39 Sep 97

Leader-member exchange, the "Pelz effect," and cooperative communication between group members. Jaesub Lee. *Mgt Com Qtly*, Vol. 11, No. 2: 266-287 Nov 97

Locus of control and incentive in self-managing teams. Bonnie E. Garson and Douglas J. Stanwyck. *HRD Qtly*, Vol. 8, No. 3: 247-258 Fall 97

On becoming virtual. Sacha Cohen. *T&D*, Vol. 51, No. 5: 30-37 May 97

Overworked, overstressed workers get help. *Man Off Tech*, Vol. 42, No. 2: 23 Feb 97

Perceptions of social-sexual communication at work as sexually harassing. Denise Haunani Solomon and Mary Lynn Miller Williams. *Mgt Com Qtly*, Vol. 11, No. 2: 147-184 Nov 97

Predicting positive self-efficacy in group problem solving. Kay N. Wolf. *HRD Qtly*, Vol. 8, No. 2: 155-169 Summer 97

Products of our environments: We are where we work. Carrie Marston Scott. *Off Sys*, Vol. 14, No. 6: 20-22, 58 June 97

Relationships between telecommuting workers and their managers: An exploratory study. N. Lamar Reinsch, Jr. *J Bus Com*, Vol. 34, No. 4: 343-369 Oct 97

Self-managing teams, quality of work life, and productivity: A field study. Dean Elmuti and Yunus Kathawala. *Mid-Amer J Bus*, Vol. 12, No. 1: 19-25 Spring 97

Sex differences, organizational level, and superiors' evaluation of managerial leadership. Katherine B. Knott and Elizabeth J. Natalie. *Mgt Com Qtly*, Vol. 10, No. 4: 523-540 May 97

Some things I've learned about changing behavior in a Fortune 100 company. Norman A. Sidley. *J Org Beh Mgt*, Vol. 17, No. 2: 99-108 97

Stories at work. Bonnie Durrance. *T&D*, Vol. 51, No. 2: 25-29 Feb 97

The acculturation of immigrants to U.S. organizations: The case of Muslim employees. Khalid Mohammed Alkhazraji, William L. Gardner, III, Jeanette S. Martin, and Joseph G. P. Paolillo. *Mgt Com Qtly*, Vol. 11, No. 2: 217-265 Nov 97

The care of the un-downsized. Bob Nelson. *T&D*, Vol. 51, No. 4: 40-43 Apr 97

The effectiveness of task clarification, positive reinforcement and corrective feedback in changing courtesy among police staff. Carlene Wilson, Nadia Boni and Amanda Hogg. *J Org Beh Mgt*, Vol. 17, No. 1: 65-99 97

The effects of employee characteristics and work environment factors on learning during training and on motivation to learn. Gregg D. Martin. University of Missouri—Columbia, Doctoral dissertation, 96

The effects of interpersonal closeness and issue seriousness on blowing the whistle. Granville King, III. *J Bus Com*, Vol. 34, No. 4: 419-436 Oct 97

The effects of work task manipulation and scheduling on patient load, revenue, eye-wear turnover, and utilization of staff and doctor time. Alexandra A. Gikalov, Donald M. Baer and Gerald T. Hannah. *J Org Beh Mgt*, Vol. 17, No. 1: 3-35 97

The evolutionary vision of Dee Hock: From chaos to chaords. Bonnie Durrance. *T&D*, Vol. 51, No. 4: 24-31 Apr 97

The experiences of women in a public relations firm: A phenomenological explication. Diane S. Krider and Peter G. Ross. *J Bus Com*, Vol. 34, No. 4: 437-454 Oct 97

The human side of a technology launch. Shari Caudron. *T&D*, Vol. 51, No. 2: 20-24 Feb 97

The organizational consequences of technological change: A study of the social dynamics of client-server computing. Patricia Y. Logan. Utah State University, Doctoral dissertation, 96

The power of language in team dynamics by Anne Donnellon. Michael Netzley. *Bus Com Qtly*, Vol. 60, No. 3: 150-153 Sep 97

The relationship between job satisfaction and work-group arrangement of high level administrative support staff. Mary Wisensel. University of Minnesota, Doctoral dissertation, 96

The search for meaning at work. Shari Caudron. *T&D*, Vol. 51, No. 9: 24-27 Sep 97

The search for the optimum individual monetary incentive pay system: A comparison of the effects of flat pay and linear and non-linear incentive pay systems on worker productivity. Delores A. Smoot and Phillip K. Duncan. *J Org Beh Mgt*, Vol. 17, No. 2: 5-75 97

Use and impact of informal third-party discussions in interpersonal conflicts at work. Roger J. Volkema, Thomas J. Bergmann and Katherine Farquhar. *Mgt Com Qtly*, Vol. 11, No. 2: 185-216 Nov 97

Users' individual communicative responses to intraorganizationally implemented innovations and other planned changes. Laurie K. Lewis. *Mgt Com Qtly*, Vol. 10, No. 4: 455-490 May 97

What to do about anger in the workplace. Helen Frank Bensimon. *T&D*, Vol. 51, No. 9: 28-32 Sep 97

Who's watching us now: Monitoring employee's work. Joan C. Hubbard, Daphyne Saunders Thomas and Ben E. Bauman. *J CIS*, Vol. 37, No. 2: 41-43 Winter 97

Workplace aggression as a consequence of negative performance feedback. Deanna Geddes and Robert A. Baron. *Mgt Com Qtlly*, Vol. 10, No. 4: 433-454 May 97

Research Methodology/ Issues

Book review: Good fair tests by Odin Westgard. Leslie Moller. *PIQ*, Vol. 10, No. 3: 109-112 97

Career publications and academic job rank: Evidence from the class of 1968. Paul W. Grimes and Charles A. Register. *J Econ Ed*, Vol. 28, No. 1: 82-92 Winter 97

Chief executive officer's misperceptions: Should students be used as surrogates? Kent A. Walstrom. *J CIS*, Vol. 37, No. 2: 108-112 Winter 97

Comparative research productivity measures for economics departments. David A. Huettner and William Clark. *J Econ Ed*, Vol. 28, No. 3: 272-278 Summer 97

Economic research at national liberal arts colleges: School rankings. James E. Hartley and Michael D. Robinson. *J Econ Ed*, Vol. 28, No. 4: 337-349 Fall 97

Ethical questions regarding joint authorship: Business and nonbusiness faculty perceptions on noncontributing authorship. J. Brooke Hamilton, III, Anthony J. Greco and John R. Tanner. *JEB*, Vol. 72, No. 6: 325-330 Aug 97

Faculty perceptions of marketing journals. G. Tomas M. Hult, William T. Neese and R. Edward Bashaw. *JME*, 37-52 Spring 97

Final word: Progress via the "process." Lisa A. Burke. *HRD Qtlly*, Vol. 8, No. 2: 151-154 Summer 97

Final word: Reply to Newstrom's and Tang's reactions. Elwood F. Holton, III, Reid A. Bates, Dian L. Seyler, and Manuel B. Carvalho. *HRD Qtlly*, Vol. 8, No. 2: 145-149 Summer 97

Invited reaction: Theory, research, and practice. Thomas Li-Ping Tang. *HRD Qtlly*, Vol. 8, No. 2: 137-143 Summer 97

Recent advances in empirical microeconomic research in poor countries: An annotated bibliography. Christopher Udry. *J Econ Ed*, Vol. 28, No. 1: 58-75 Winter 97

Research design decisions: An integrated quantitative and qualitative model for decision-making researchers (You too can be lord of the rings). Gary D. Geroy, Jacky Jankovich and Phillip C. Wright. *PIQ*, Vol. 10, No. 3: 22-36 97

Research in corporate communication: An overview of an emerging field. Cees B. M. van Riel. *Mgt Com Qtlly*, Vol. 11, No. 2: 288-313 Nov 97

Research think tank: "Complexifying" international communication and communication technology. Gail Fann Thomas. *Bus Com Qtlly*, Vol. 60 No. 4 105-111 Dec 97

Some things I've learned about changing behavior in a Fortune 100 company. Norman A. Sidley. *J Org Beh Mgt*, Vol. 17, No. 2: 99-108 97

Survey research via e-mail: Assessing its strengths and weaknesses for use by the business educator. Allen D. Truell. *NABTE Rev*, No. 24: 58-61 97

Systems development in MIS research: Roles, approaches and strategies. Joline Morrison, Mike Morrison and Scott A. Moore. *J CIS*, Vol. 37, No. 4: 13-17 Summer 97

Teachers, and scholars too: Economic scholarship at elite liberal arts colleges. Howard Bodenhorn. *J Econ Ed*, Vol. 28, No. 4: 323-336 Fall 97

Teaching students about research: Classroom poster sessions. Kathleen Crowley-Long, Jack L. Powell and Caryn Christensen. *Clearings*, Vol. 70, No. 4: 202-204 Mar/Apr 97

The audience for research. Linda Beamer, Joel P. Bowman, David P. Dauwalder, Kitty O. Locker and Charlotte Thralls. *Bus Com Qtly*, Vol. 60, No. 3: 124-145 Sep 97

The precision penalty—An alternative to hypothesis tests concerning the mean. Stephen Engelberg. *JEB*, Vol. 72, No. 3: 185-188 Jan/Feb 97

The role of research in MIS faculty performance evaluation: An exploratory study. Jin H. Im and Sandra Hartman. *J CIS*, Vol. 37, No. 3: 37-40 Spring 97

Toward construct validation of a transfer climate instrument. Elwood F. Holton, III, Reid A. Bates, Dian L. Seyler, and Manuel B. Carvalho. *HRD Qtly*, Vol. 8, No. 2: 95-113 Summer 97

Teaching Issues

A factor analytic study of teaching methods that influence retention among MBA alumni. James R. Bailey, F. K. Langdana, Patricia D. Rotonda, and Jude C. Ryan. *JEB*, Vol. 72, No. 5: 297-302 May/June 97

An investigation of the cognitive style preferences of classroom business educators. Robert J. Matyska, Jr. and Lonnie Echternacht. *NABTE Rev*, No. 24: 48-52 97

Conflict resolution: New or old? Onna Epley. *KBEA J*, 10-11 Spring 97

Curriculum decisionmaking: What are the sources of innovation? Michael A. Mayo and Alan R. Miciak. *JEB*, Vol. 73, No. 1: 17-20 Sep/Oct 97

Speaking up: What teachers must do about sexual harassment. Gena Lengel. *Clearings*, Vol. 70, No. 5: 246-249 May/June 97

Student anxiety and attitudes in business statistics. Stelios H. Zanakakis and Enzo R. Valenzi. *JEB*, Vol. 73, No. 1: 10-16 Sep/Oct 97

Teaching difficulties of business and marketing educators at the secondary level. Melody W. Alexander, Rodney E. Davis and Robert A. Underwood. *NABTE Rev*, No. 24: 40-47 97

Tenure: Tenured versus nontenured faculty perspectives. Shane R. Premeaux and R. Wayne Mondy. *JEB*, Vol. 72, No. 6: 349-353 July/Aug 97

Diverse Populations

A comparative study of factors leading to the retention of African American students and non-minority students enrolled in business programs at a Northeast Florida Community College. Joyce M. Hopson. University of Missouri—Columbia, Doctoral dissertation, 96

AIDS in the workplace: The response of American business schools. John P. Kohl, Alan N. Miller and Norval F. Pohl. JEB, Vol. 73, No. 2: 98-101 Nov/Dec 97

An exploration of gender bias in computer clip art. Marilyn A. Dyrud. Bus Com Qtly, Vol. 60, No. 4: 30-51 Dec 97

At-risk students: An identification of relationships with work ethic, career preference, gender and Hispanic origin. Frances Brady. Northern Illinois University, Doctoral dissertation, 96

Differential item functioning and male-female differences on multiple-choice tests in economics. William B. Walstad and Denise Robson. J Econ Ed, Vol. 28, No. 2: 155-171 Spring 97

Factors related to Illinois public high school teachers' implementation of the Internet into classroom activities and professional development. Debi Delligatti. Southern Illinois University at Carbondale, Master's thesis, 96

From welfare to work. Frank Jossi. Training, Vol. 34, No. 4: 44-46, 48-50 Apr 97

Gender and computing: Adolescents' attitudes toward computers. Celine Mary Geiger. Lehman College, City University of New York, Master's thesis, 96

Gender economics courses in liberal arts
----- Nancy J. Burnett. J Econ Ed,
ERIC No. 4: 369-376 Fall 97

Gender equity in management education: A content analysis of test bank questions. Randi L. Sims. JEB, Vol. 72, No. 5: 283-287 May/June 97

Gender issues in the classroom. Carol Sue Marshall and Judy Reinhartz. Clearings, Vol. 70, No. 6: 333-337 July/Aug 97

Helping special needs students succeed: A faculty mentoring program. Lisa Stephenson. KBEA J, No. 19: 18 Spring 97

Inclusion and the law: A principal's proactive approach. Monica Conrad and Todd Whitaker. Clearings, Vol. 70, No. 4: 207-210 Mar/Apr 97

Inclusion: Making it work for teachers, too. Odette Bruneau-Balderrama. Clearings, Vol. 70, No. 6: 328-330 July/Aug 97

Multicultural teaching competence as perceived by business education student teachers. Jacobeth N. Thabede. Virginia Polytechnic Institute and State University, Doctoral dissertation, 96

No easy road from welfare to work. Margaret Litvin. Techniques, Vol. 72, No. 5: 29-31 May 97

Out of the mouths of babes: Voices of at-risk adolescents. Korynne Taylor-Dunlop and Marcia M. Norton. Clearings, Vol. 70, No. 5: 274-278 May/June 97

Pappas school: A response to homeless students. Cyndy J. Woods. Clearings, Vol. 70, No. 6: 302-304 July/Aug 97

Perceived values of computer-mediated communication use for business instruction. Cynthia C. Gillispie. Virginia Polytechnic Institute and State University, Doctoral dissertation, 96

Preparing women for careers in international management. John A. Ruhe and William R. Allen. JEB, Vol. 72, No. 5: 278-282 May/June 97

Problems and opportunities that bilingual students have in enrolling in a business program in Bronx High Schools. Vilma I. Delgado. Lehman College, City University of New York, Master's thesis, 96

Questions of race and culture: How they relate to the classroom for African American students. Susan W. Graybill. Clearings, Vol. 70, No. 6: 311-318 July/Aug 97

Structural equations models of achievement striving and impatience—Irritability dimensions of Type A behavior and academic performance. M. Afzalur Rahim and Zubair Mohamed. JEB, Vol. 72, No. 3: 175-180 Jan/Feb 97

Student perceptions of teamwork in the classroom: An analysis by gender. Melody W. Alexander and Sabrina F. Stone. Bus Ed Forum, Vol. 51, No. 3: 7-10 Feb 97

Teaching diversity and civility, Part 1. Beryl C. McEwen. DPE Instr Strat, Vol. 13, No. 1: 1-4 Mar 97

Teaching diversity and civility, Part 2. Beryl C. McEwen. DPE Instr Strat, Vol. 13, No. 2: 1-4 June 97

Teaching on the Net: What's the difference? Sheryl Burgstahler. THE J, Vol. 24, No. 9: 61-64 Apr 97

The underrepresentation of women in economics: A study of undergraduate economics students. Karen E. Dynan and Cecilia Elena Rouse. J Econ Ed, Vol. 28, No. 4: 350-368 Fall 97

Tips for working with the at-risk secondary student. Ruth Botwinik. Clearings, Vol. 70, No. 3: 141-142 Jan/Feb 97

Using gender balance to enhance teaching effectiveness. Roosevelt D. Butler. Bus Com Qtly, Vol. 60, No. 3: 93-96 Sep 97

Value profiles of business students in the 1960s and in the 1990s: A comparison. Kamallesh Kumar, Sarath Nonis and Mary Thibodeaux. JEB, Vol. 72, No. 3: 140-143 Jan/Feb 97

Verbal abilities, gender, and the introductory economics course: A new look at an old assumption. Benjamin Greene. J Econ Ed, Vol. 28, No. 1: 13-30 Winter 97

What communication abilities do practitioners need? Evidence from MBA students. N. Lamar Reinsch, Jr. and Annette N. Shelby. Bus Com Qtly, Vol. 60, No. 4: 7-29 Dec 97

Where to educate Rachel Holland? Does least restrictive environment mean no restrictions? Todd DeMitchell and Georgia M. Kerns. Clearings, Vol. 70, No. 3: 161-166 Jan/Feb 97

Instructional Technology

A 10-minute lesson in technology grant writing. Bruce Sliger and Terry McLeod. Techniques, Vol. 72, No. 7: 32-33 Oct 97

A community-corporate DL partnership: Teaching conflict resolution to middle school students. Marcelle C. Lovett and David P. Walzak. THE J, Vol. 25, No. 1: 52-55 Aug 97

A comparison of paper-and-pencil and computer-based versions of a certification exam. Dyane Drake. University of Minnesota, Doctoral dissertation, 96

A comparison of spaced or massed scheduling and live or video instruction in a micro-computer applications course. Dennis LaBonty. NABTE Rev, No. 24: 35-39 97

A guide to multimedia in the next millennium. Sacha Cohen. T&D, Vol. 51, No. 8: 33, 35-36, 38, 40, 43-44 Aug 97

A hypermedia strategic management case—design, use, and student reaction. Charles Boyd. JEB, Vol. 72, No. 6: 375-379 July/Aug 97

A multimedia facelift for business education. Dawn Rottinghaus. Kan Bus Tchr, Vol. 51, No. 1: 15 Fall 97

A new approach to learning: Strategic alliances and high technology. Philip M. Lowe and John A. Sasso. THE J, Vol. 25, No. 3: 45-48 Oct 97

A start-up guide to distance learning. Donna Abernathy. T&D, Vol. 51, No. 12: 39-43, 45-47 Dec 97

A technology high school with business in mind. Mark S. Morrison and E. Ted Fujimoto. THE J, Vol. 25, No. 3: 50-52 Oct 97

An upgrade for learning. Gay Fawcett and Steve Snyder. Techniques, Vol. 72, No. 7: 30-33 Oct 97

Approaching ground zero with today's technology tools. Roger W. Geyer. THE J, Vol. 25, No. 1: 56-59 Aug 97

Blending learning modalities: A return to the "high tech/high touch" concept. Timothy Gray Davies. THE J, Vol. 24, No. 10: 66-68 May 97

Book review: Dr. Mary Ellen Guffey's communication resources by Mary Ellen Guffey. Carlos Salinas. Bus Com Qtly, No. 4: 134-135 Dec 97

Book review: The complete computer trainer by Paul Clothier. Judith J. Lam-brecht. J Bus Train Ed, Vol. 6: 101-111 97

Community involvement & support: It's more than just NetDay. Sharyn Evans. THE J, Vol. 25, No. 1: 60-61 Aug 97

Computers in education: A brief history. Andrew R. Molnar. THE J, Vol. 24, No. 11: 63-68 June 97

Creating a CD-based multimedia training program. Present, Vol. 11, No. 2: 29-31 Feb 97

Creating a homepage for classroom use with America Online. Kent Saunders. JEB, Vol. 73, No. 2: 69-71 Nov/Dec 97

Creating computer-based presentations: A skill for today's workplace. Heidi R. Perreault. J Bus Train Ed, Vol. 5: 50-63 96

Debates via computer networks: Improving writing & bridging classrooms. Jon M. Peha. THE J, Vol. 24, No. 9: 65-68 Apr 97

Decision making based on standards: A model for computerizing public education. John T. Whiting and Charles D. Graham. THE J, Vol. 25, No. 4: 48-50 Nov 97

Degree by e-mail. James Hettinger. Techniques, Vol. 72, No. 7: 21-23 Oct 97

Design standards for visual elements and interactivity for courseware. Pete Thibodeau. THE J, Vol. 24, No. 7: 84-86 Feb 97

Distance learning technology for enhancing pedagogy: The global connection. David E. Smith. J Teach Int Bus, Vol. 8, No. 3: 1-19 97

Distance learning: An airway for marketing education. Mary Jean Lush, Stephanie Edel and David Lush. *Bus Ed Forum*, Vol. 51, No. 4: 41-44 Apr 97

Does your technology deliver? Barry Golden. *Techniques*, Vol. 72, No. 7: 16-19 Oct 97

E-COMP: A few words about teaching writing with computers. Bryan Alexander, James Crowley, Deanne Lundin, Vicki Mudry, Stephanie Palmer and Eric Rabkin. *THE J*, Vol. 25, No. 2: 66-67 Sep 97

EdTech does it online at Pepperdine University. Sue Talley. *THE J*, Vol. 24, No. 10: 69-71 May 97

Educational computing: How are we doing? Seymour Papert. *THE J*, Vol. 24, No. 11: 78-80 June 97

Effectiveness of multimedia versus traditional instruction. Robert M. Schramm and Beryl C. McEwen. *NABTE Rev*, No. 24: 30-34 97

Enriching the teaching/learning process with computers: Spreading the word on a college campus. Jill C Dardig. *THE J*, Vol. 25, No. 5: 52-54 Dec 97

Experiences with multimedia development and deployment: A personal look. Jay Liebowitz. *J CIS*, Vol. 38, No. 1: 15-19 Fall 97

Factors affecting teacher utilization of computers as an integral part of curriculum. Ronda Wanstreet. Southern Illinois University at Carbondale, Master's thesis, 96

Five strategies for district computer coordinators to fund and manage a transition to technology-rich learning environments. Alex Rath and William A. Rieck. *THE J*, No. 4: 51-52 Nov 97

High-tech in the heartland. Wendy Webb. *Training*, Vol. 34, No. 5: 50-52, 54, 56 May 97

Hometown discovery: Learning locally, thinking globally. Gordon Churchwell, Cyril J. Weller and Peter Sommer. *THE J*, Vol. 25, No. 1: 43-46 Aug 97

How does multimedia change training? Marc Hequet. *Present*, Vol. 11, No. 2: A20-A22 Feb 97

How to incorporate multimedia in the business communication classroom—without learning new software packages. Aline Wolff. *Bus Com Qtlly*, Vol. 60, No. 3: 110-113 Sep 97

Impact North Carolina: 21st century education, update on progress and activity. Richard Riedl and Shannon Carroll. *THE J*, Vol. 25, No. 5: 47-50 Dec 97

Improving high school students' performance via discovery learning, collaboration and technology. Marianne B. Carlin, Leonard Ciaccio, James Sanders, and Michael Kress. *THE J*, Vol. 24, No. 10: 62-65 May 97

Innovation in IT education—practising what we preach. Janice M. Burn and Louis C. K. Ma. *IRM J*, Vol. 10, No. 4: 16-25 Fall 97

Instructional computer applications used by secondary business teachers in Minnesota Public Schools. Jeffrey D. Noyes. University of Minnesota, Master's thesis, 96

Instructional technology: Pedagogy for the future. Lawrence A. Tomei. *THE J*, Vol. 25, No. 5: 56-59 Dec 97

Integrating the Internet and the World Wide Web into the business classroom: A synthesis. Srinivasan Ragothaman and Diane Hoadley. JEB, Vol. 72, No. 4: 213-216 Mar/Apr 97

Interactive distance education alliance (IDEA): Collaborative model delivers on demand. Ray M. Haynes and Reza Pouraghabagher. THE J, Vol. 24, No. 8: 60-62 Mar 97

Interactive distance education in business: Is the new technology right for you? Cathy Owends Swift, Jerry W. Wilson and Jane P. Wayland. JEB, Vol. 73, No. 2: 85-89 Nov/Dec 97

Internet technology and the future of marketing education. Catherine T. Atwong and Paul S. Hugstad. JME, 44-55 Fall 97

Internet-based testing: A vision or reality? Eleanor Bicanich, Thomas Slivinski, Susan B. Harwicke, and Jerome T. Kapes. THE J, Vol. 25, No. 2: 61-64 Sep 97

Learning to share. Michael Blumfield. Training, Vol. 34, No. 4: 38-40, 42 Apr 97

Live & in person. Jack Gordon and Marc Hequet. Training, Vol. 34, No. 3: 24-31 Mar 97

Look out for distance learning. Marlene Lozada. Techniques, Vol. 72, No. 7: 24-26 Oct 97

Marketing education on the Internet: A World Wide Web based introductory marketing course design for the Virtual-U Project in distance education at Simon Fraser University. Brahm Canzer. JME, 56-65 Fall 97

MOOville: The writing project's own "private Idaho." Michael Conlon. THE J, Vol. 25, No. 8: 66-68 Mar 97

Multimedia as a teaching tool in business communication course delivery. David Liu and Linda Beamer. Bus Com Qtly, Vol. 60, No. 2: 51-66 June 97

Multimedia resources. Thomas Clark. Bus Com Qtly, Vol. 60, No. 3: 108-110 Sep 97

Multimedia training on a budget. Wendy Webb. Present, Vol. 11, No. 2: A12-A14, A16, A18 Feb 97

Networked multimedia at the University of Connecticut. Robert P. Vietzke. THE J, Vol. 24, No. 7: 82-83 Feb 97

Online training: A new form of computer-based training. Albert H. Huang. JEB, Vol. 73, No. 1: 35-38 Sep/Oct 97

Online, off-track. Julie A. Miller. Techniques, Vol. 72, No. 7: 13-15 Oct 97

Overcoming faculty's fear and loathing: One principal's approach. Shelley Borror Jackson. THE J, Vol. 25, No. 4: 65-66 Nov 97

Preparing students for a changing future: How one New York school district restructured its educational focus with technology. Gerald Lauber. THE J, Vol. 24, No. 8: 63-65 Mar 97

ScienceWare's Model-It: Technology to support authentic science inquiry. Elliot Soloway, Amanda Z. Pryor, Joseph S. Krajcik, Shari Jackson, Steven J. Stratford, Michele Wisnudel, and Jonathan T. Klein. THE J, Vol. 25, No. 3: 54-56 Oct 97

Share and share alike. Pamela Leigh. T&D, Vol. 51, No. 5: 87-91 May 97

Software simulation enhances science experiments. Frances M. Coleman. THE J, Vol. 25, No. 2: 56-58 Sep 97

Student perceptions of electronic discussion groups. Silva S. Karayan and Judith A. Crowe. *THE J*, Vol. 24, No. 9: 69-71 Apr 97

Students' performance on a paper-mediated versus multimedia tutorial for learning networking computer concepts. Herbert F. Brown, III. Virginia Polytechnic Institute and State University, Doctoral dissertation, 96

Surfing in the classroom: Using communication technologies in education for business. Betty S. Johnson, Marsha L. Bayless and Christine M. Irvine. *J Bus Train Ed*, Vol. 6: 65-76 97

Teachers, computer technology, and the change process. Warren C. Hope. *Clearings*, Vol. 70, No. 4: 191-193 Mar/Apr 97

Teaching on the Net: What's the difference? Sheryl Burgstahler. *THE J*, Vol. 24, No. 9: 61-64 Apr 97

Teaching the net without a net: Custom simulations boost freshmen's PC skills. Dallas Kenny. *THE J*, Vol. 24, No. 7: 87-91 Feb 97

Technology data breakdown. *Techniques*, Vol. 72, No. 7: 28-29 Oct 97

Technology in education and the next twenty-five years. Frank B. Withrow. *THE J*, Vol. 24, No. 11: 59-61 June 97

Testing multimedia in the community college classroom. Carl J. Luna and Joseph McKenzie. *THE J*, Vol. 24, No. 7: 78-81 Feb 97

The best interactive information design is organic, tells a story. Gary Olsen. *Present*, Vol. 11, No. 3: 35-38 Mar 97

The best time to plant a tree was twenty-five years ago. Bernard J. Luskin. *THE J*, Vol. 24, No. 11: 81-83 June 97

The Boulder Valley Internet project: Lessons learned. Lorraine Sherry. *THE J*, Vol. 25, No. 2: 68-72 Sep 97

The effect of interactive multimedia on learning styles. Stevina U. Evuleocha. *Bus Com Qtly*, Vol. 60, No. 2: 127-129 June 97

The effect of using a computer authoring system on student achievement. Mary Jean White and Bonnie Roe White. *J Bus Train Ed*, Vol. 6: 87-99 97

The effects of computer-assisted instruction on reading achievement. Maritza Scagnelli. Lehman College, City University of New York, Master's thesis, 96

The evolution of policy and practice: Telecommunications-based instruction in Oklahoma. Phil Moss. *THE J*, Vol. 24, No. 9: 58-60 Apr 97

The future of computers and learning. Alfred Bork. *THE J*, Vol. 24, No. 11: 69-77 June 97

The good news about desktop learning. Linda Keegan and Sherri Rose. *T&D*, Vol. 51, No. 6: 24-27 June 97

The hardest question to answer about CBT. Kevin Oakes. *T&D*, Vol. 51, No. 9: 45-47 Sep 97

The leadership role in making the technology connection. Ronald W. Costello. *THE J*, Vol. 25, No. 4: 58-62 Nov 97

The making of a high-tech high school. Marlene Lozada. *Techniques*, Vol. 72, No. 5: 18-21, 32 May 97

The science learning network: Partnerships, technology & teacher change. Stephen H. Baumann and Karen Elinich. *THE J*, Vol. 25, No. 1: 48-51 Aug 97

The social microcosm of the classroom. Elizabeth Anne Buchanan. *THE J*, Vol. 24, No. 10: 72-73 May 97

The status of educational technology in colleges/schools of business in the Midwest. Nona Berghaus and James Wenger. *J CIS*, Vol. 37, No. 4: 56-61 Summer 97

The Web: A new presentation tool. Wendy Webb. *Present*, Vol. 11, No. 2: 32-37 Feb 97

Think locally, train globally. Bob Filipczak. *Training*, Vol. 34, No. 1: 40-42, 44, 46, 48 Jan 97

This buys me what? David F. Farkas. *Present*, Vol. 11, No. 2: A6-A9 Feb 97

Timesharing T1 Internet access through wireless technology. Kathleen Sipher. *THE J*, Vol. 25, No. 3: 62-64 Oct 97

Using e-mail in computer assisted freshman composition and rhetoric. Rebecca Dowden and Sharon Humphries. *THE J*, Vol. 24, No. 10: 74-75 May 97

Using e-mail in computer assisted freshman composition and rhetoric. Rebecca Dowden and Sharon Humphries. *THE J*, Vol. 24, No. 10: 74-75 May 97

Utilizing two-way interactive audio/video for distant audiences. Rex R. Cutshall and Dave Waltz. *Bus Ed Forum*, Vol. 51, No. 3: 19-20, 22 Feb 97

What you need to know: New discounts cut the toll for driving the information superhighway. David Brittain. *THE J*, Vol. 25, No. 2: 54-55 Sep 97

What's really new about multimedia. Michael L. Hillinger. *T&D*, Vol. 51, No. 8: 46-47, 49-52, 54-55 Aug 97

Student Organizations

Business education teacher participation in student leadership and Future Business Leaders of America (FBLA). Rebecca Waggoner Musgrove. Central Washington University at Ellensburg, Master's thesis, 96

Making the connection. Linda Wise Miller. *Bus Ed Forum*, Vol. 52, No. 1: 39-41 Oct 97

Statewide responsibility and its effect on due process. Paula D. Ladd and Ralph Ruby, Jr. *Bus Ed Forum*, Vol. 52, No. 2: 41-44 Dec 97

Student Recruitment

Business concerns regarding MBA education: Effects on recruiting. Bruce J. Eberhardt, Steve Moser and Pam McGee. *JEB*, Vol. 72, No. 5: 293-296 May/June 97

From the student perspective: Why enroll in an introductory marketing course? Biljana Juric, Sarah Todd and James Henry. *JME*, 65-76 Spring 97

Marketing departments on the World Wide Web: State of the art and recommendations. Donald A. McBane. *JME*, 14-25 Spring 97

Marketing the marketing major. Paul Hugstad. *JME*, 4-13 Spring 97

Teacher Performance

Beginning teachers: Are they still leaving the profession? Leslie Marlow, Duane Inman and Maria Betancourt-Smith. *Clearings*, Vol. 70, No. 4: 211-214 Mar/Apr 97

Closing the loop on instructional improvements. Paul Burgar and John Frankenger. JEB, Vol. 72, No. 6: 336-342 July/Aug 97

Collegial leaders: Teachers who want more than just a job. Deborah A. Carr. Clearings, Vol. 70, No. 5: 240-242 May/June 97

On the block. Ione D. Phillips. Techniques, Vol. 72, No. 6: 32-35 Sep 97

Philosophy of teaching: Developing a statement that thrives in the classroom. Beth Pike, Fred Bradley and Jim Mansfield. Clearings, Vol. 70, No. 3: 125-128 Jan/Feb 97

Professors and teachers as collaborators in classroom change. Patricia H. Hinchey, Lisa Mamana and Bruce Steele. Clearings, Vol. 70, No. 5: 243-245 May/June 97

Responding to participants' learning styles during staff development. Karen Burke. Clearings, Vol. 70, No. 6: 299-301 July/Aug 97

Some intriguing relationships in business teaching evaluations. Thomas E. Barry and Rex Thompson. JEB, Vol. 72, No. 5: 303-312 May/June 97

Teacher leadership. Patricia H. Hinchey. Clearings, Vol. 70, No. 5: 233-235 May/June 97

Teacher leadership vs. school management: Flatten the hierarchies. Monica Coyle. Clearings, Vol. 70, No. 5: 236-139 May/June 97

The evaluator as evaluated: The role of formative assessment in history class. Joan Mullin and William Hill. Clearings, Vol. 71, No. 2: 88-91 Nov/Dec 97

The measure of success: Integrated thematic instruction. Inga Randle. Clearings, Vol. 71, No. 2: 85-87 Nov/Dec 97

The teacher as coach: Re-thinking a popular educational paradigm. Joel B. Stellwagen. Clearings, Vol. 70, No. 5: 271-273 May/June 97

Using active learning as assessment in the postsecondary classroom. Charles C. Bonwell. Clearings, Vol. 71, No. 2: 73-76 Nov/Dec 97

Using student disconfirmation as a measure of classroom effectiveness. Timothy C. Krehbiel, Richard H. McClure and Eleni Pratsini. JEB, Vol. 72, No. 4: 224-229 Mar/Apr 97

Teacher Preparation

Assets and liabilities of the Kentucky's new teacher standards: Opinions of NABTE-member institutions in the SBEA region. Hilary O. Iwu. KBEA J, 8-10 Spring 97

Building positive cooperating relationships. Tonya Skinner. Bus Ed Forum, Vol. 52, No. 1: 46-47, 58 Oct 97

Business teacher preparation. Clarence D. White and Terry D. Roach. NBEA Yrbk, No. 35: 119-129 97

Dear colleague: A letter from a new teacher to experienced teachers. Melanie Morgon. Clearings, Vol. 70, No. 5: 250-252 May/June 97

Formative assessment for substitute teachers. Ron Shepherd. Clearings, Vol. 71, No. 2: 117-118 Nov/Dec 97

In search of meaning not money. Kathleen Brady. Techniques, Vol. 72, No. 4: 34-36 Apr 97

Involving families in the professional preparation of educators. Kevin J. Swick. *Clearings*, Vol. 70, No. 5: 265-268 May/June 97

Legal principles important in the preparation of teachers: Making inclusion work. Mary Weishaar. *Clearings*, Vol. 70, No. 5: 261-264 May/June 97

Legislative appropriation for minority teacher recruitment: Did it really matter? Mary Piercynski, Myrna Matranga and Gary Peltier. *Clearings*, Vol. 70, No. 4: 205-206 Mar/Apr 97

Middle school math teachers: What do they need from preservice programs? D. James Tooke. *Clearings*, Vol. 71, No. 1: 51-52 Sep/Oct 97

On the road with 20 teenagers. Lasinnda M. Mathewson. *Techniques*, Vol. 72, No. 7: 38-39 Oct 97

Online, off-track. Julie A. Miller. *Techniques*, Vol. 72, No. 7: 13-15 Oct 97

Book review: Powerful principles of instruction by Stephen L. Yelon. Jeff Flesher. *HRD Qtlly*, Vol. 8 No. 2: 190-192 Summer 97

Preparation of business teachers for workplace skills instruction. Gayla Jones. Southern Illinois University at Carbondale, Master's thesis, 96

Real heroes need less control: Dawn of a new breed of educator. Robert Demichiell and Walter Ryba. *JEB*, Vol. 72, No. 5: 261-266 May/June 97

Retain, retrain and reward business educators. Dorothy A. Neal. *NBEA Yrbk*, No. 35: 130-135 97

Teacher preparation: A revision process fostered by formative assessment. Jerie Weasmer and Amelia Mays Woods. *Clearings*, Vol. 71, No. 2: 113-116 Nov/Dec 97

Teaching as a career: Patterns and perceptions of business education teachers. Ratna Sinha. Southern Illinois University at Carbondale, Doctoral dissertation, 96

The effect of overseas internships on early teaching experiences. Sandra L. Bryan and Marsha M. Sprague. *Clearings*, Vol. 70, No. 4: 199-201 Mar/Apr 97

The movement to professionalize secondary public school teachers in the United States and National Board Certification. Tamarah President. Lehman College, City University of New York, Master's thesis, 96

The toughest test. Anna Sumner. *Techniques*, Vol. 72, No. 1: 28-31, 65 Jan 97

The university supervisor's view of student teaching. Janice C. Keil and John J. Olivo. *Bus Ed Forum*, Vol. 52, No. 2: 37-40 Dec 97

Testing and Evaluation

A comparison of paper-and-pencil and computer-based versions of a certification exam. Dyane Drake. University of Minnesota, Doctoral dissertation, 96

A confidence-building multiple-choice testing procedure. Joel D. Wisner and Robert J. Wisner. *Bus Ed Forum*, Vol. 51, No. 4: 28-31 Apr 97

A knowledge-based assisted system for training and testing. Joshua Poh-Onn Fann and Tina Kwai-Lan Mak. *J CIS*, Vol. 37, No. 3: 47-53 Spring 97

Accounting grade inflation. G. R. Cluskey, Jr., Nathan Griffin and Craig Ehlen. JEB, Vol. 72, No. 5: 273-277 May/June 97

Closing the loop on instructional improvements. Paul Burgar and John Frankenger. JEB, Vol. 72, No. 6: 336-342 July/Aug 97

Comparing AP and college student learning of economics. Claire Melican, Fekru Debebe and Rick Morgan. J Econ Ed, Vol. 28, No. 2: 135-142 Spring 97

Cooperative learning: The benefits of participatory examinations in principles of marketing classes. Reginald A. Graham, Beverly L. Graham and Victoria R. Whiting. JEB, Vol. 72, No. 3: 149-152 Jan/Feb 97

Corporate advisory boards, portfolio assessment, and business and technical writing program development. W. Tracy Dillon. Bus Com Qtly, Vol. 60, No. 1: 41-58 Mar 97

Designing portfolio assessment programs to enhance learning. Sandra M. Murphy. Clearings, Vol. 71, No. 2: 81-84 Nov/Dec 97

Differential item functioning and male-female differences on multiple-choice tests in economics. William B. Walstad and Denise Robson. J Econ Ed, Vol. 28, No. 2: 155-171 Spring 97

Engaging students through formative assessment in science. Pamela B. Childers and Michael Lowry. Clearings, Vol. 71, No. 2: 97-102 Nov/Dec 97

Formative and summative evaluation at ground zero: Some comments on the selective admissions college application experience. Ray Wallace. Clearings, Vol. 71, No. 22 Nov/Dec 97

Formative assessment and the paradigms of writing center practice. Joe Law and Christina Murphy. Clearings, Vol. 71, No. 2: 106-108 Nov/Dec 97

Formative assessment as educational and administrative adhesive: Establishing an elementary school writing center. Brad Wilcox, Marcia Howell Anstead and Sharon Black. Clearings, Vol. 71, No. 2: 109-112 Nov/Dec 97

Formative assessment for substitute teachers. Ron Shepherd. Clearings, Vol. 71, No. 2: 117-118 Nov/Dec 97

Formative assessment in mathematics. Margaret E. McIntosh. Clearings, Vol. 71, No. 2: 92-96 Nov/Dec 97

Formative assessment: An annotated bibliography. Eric H. Hobson. Clearings, Vol. 71, No. 2: 123-125 Nov/Dec 97

Gender equity in management education: A content analysis of test bank questions. Randi L. Sims. JEB, Vol. 72, No. 5: 283-287 May/June 97

Internet-based testing: A vision or reality? Eleanor Bicanich, Thomas Slivinski, Susan B. Harwicke, and Jerome T. Kapes. THE J, Vol. 25, No. 2: 61-64 Sep 97

Making and correcting errors in student economic analyses: An examination of videotapes. Myra H. Strober, Allen Cook and Kasi Allen Fuller. J Econ Ed, Vol. 28, No. 3: 255-271 Summer 97

On knowing what you know: Metacognition and the act of reading. Terry Underwood. Clearings, Vol. 71, No. 2: 77-80 Nov/Dec 97

Outcomes assessment of computer-assisted behavioral objectives for accounting graduates. John W. Moore and Cheryl E. Mitchem. JEB, Vol. 72, No. 4: 201-204 Mar/Apr 97

Peer tutors and students work with formative assessment. Tripp Grant, Andrew Murphy, Ben Stafford, and Pamela B. Childers. Clearings, Vol. 71, No. 2: 103-105 Nov/Dec 97

Quality multiple-choice test questions: Item-writing guidelines and an analysis of auditing testbanks. James D. Hansen and Lee Dexter. JEB, Vol. 73, No. 2: 94-97 Nov/Dec 97

SREB: Do its high schools work? Julie A. Miller. Techniques, Vol. 72, No. 3: 26-29 Mar 97

Statewide performance assessment as a complement to multiple-choice testing in high school economics. Robert B. Harris and William C. Kerby. J Econ Ed, Vol. 28, No. 2: 122-134 Spring 97

Student-generated exams: Testing and learning. Donna H. Green. JME, 43-53 Summer 97

Teacher preparation: A revision process fostered by formative assessment. Jerie Weasmer and Amelia Mays Woods. Clearings, Vol. 71, No. 2: 113-116 Nov/Dec 97

Testing the waters of career choice. Alice Potosky. Techniques, Vol. 72, No. 4: 25-26, 28 Apr 97

The effect of learning mathematical reading strategies on secondary students' homework grades. Elliott Ostler. Clearings, Vol. 71, No. 1: 37-40 Sep/Oct 97

The efficacy of several writing feedback systems. Zane K. Quible. Bus Com Qtly, Vol. 60, No. 2: 109-123 June 97

The evaluator as evaluated: The role of formative assessment in history class. Joan Mullin and William Hill. Clearings, Vol. 71, No. 2: 88-91 Nov/Dec 97

Trends in teacher evaluation. Renate Weidner Mayo. Clearings, Vol. 70, No. 5: 269-270 May/June 97

Undergraduate student cheating in the fields of business and economics. Clifford Nowell and Doug Laufer. J Econ Ed, Vol. 28, No. 1: 3-12 Winter 97

Using active learning as assessment in the postsecondary classroom. Charles C. Bonwell. Clearings, Vol. 71, No. 2: 73-76 Nov/Dec 97

Written feedback on student assignments: Another look. Ros Byrne. Bus Com Qtly, Vol. 60, No. 2: 100-108 June 97

Teaching Strategies

A framework for the introduction of total quality management into the IS department. J. Michael Pearson, Leon Crosby and Robert A. Orwig. J CIS, Vol. 37, No. 2: 21-26 Winter 97

A heuristic for generating and organizing the strategy or policy report. Kathleen Kelly and Natalie Taylor Weaver. Bus Com Qtly, Vol. 60, No. 1: 31-40 Mar 97

A literature approach to middle grade math. M. Jean Greenlaw and Steve Tipps. Clearings, Vol. 71, No. 1: 9-13 Sep/Oct 97

A study of the retention of basic quantitative skills. Narendra K. Rustagi. JEB, Vol. 73, No. 2: 72-76 Nov/Dec 97

A survey of teaching methods among economics faculty. Cynthia Benzing and Paul Christ. *J Econ Ed*, Vol. 28, No. 2: 182-188 Spring 97

An analysis of the effect of peer tutoring on achievement in selected entry-level accounting courses. Gerard M. Engholm. New York University, Doctoral dissertation, 96

An interactive learning system for the economic analysis of public policies. Fred C. White. *J Econ Ed*, Vol. 28, No. 3: 222-229 Summer 97

Ancient wisdom: Parables for modern marketing. Rajiv Vaidyanathan and S.S. Vaidyanathan. *JME*, 26-36 Spring 97

Applying Kolb learning style theory in the communication classroom. Julie E. Sharp. *Bus Com Qtly*, Vol. 60, No. 2: 129-134 June 97

Asking good questions in mathematics class: How long does it take to learn how? Susan A. Ostergard. *Clearings*, Vol. 71, No. 1: 48-50 Sep/Oct 97

Assessing the efficacy of gaming in economic education. Hans Gremmen and Jan Potters. *J Econ Ed*, Vol. 28, No. 4: 291-303 Fall 97

Book review: Games for business and economics by Roy Gardner. Joseph E. Harrington, Jr. *J Econ Ed*, Vol. 28, No. 3: 285-288 Summer 97

Capturing, examining, and responding to mathematical thinking through writing. Arthur B. Powell. *Clearings*, Vol. 71, No. 1: 21-25 Sep/Oct 97

Computer systems illustration of decision and techniques in CIS courses. Alexander I. Mechitov, Helen Moshkovich and David L. Olson. *J CIS*, Vol. 37, No. 4: 1-7 Summer 97

Designing portfolio assessment programs to enhance learning. Sandra M. Murphy. *Clearings*, Vol. 71, No. 2: 81-84 Nov/Dec 97

Developing market preferred skills through focus on analysis and design in the capstone project course for CIS/MIS majors. Arup Mukherjee. *J CIS*, Vol. 37, No. 4: 68-73 Summer 97

Dialogic reflection and journaling. Herman Woodrow Hughes, Mary Kooy and Lannie Kanevsky. *Clearings*, Vol. 70, No. 4: 187-190 Mar/Apr 97

Effective pedagogy for student-team projects. Madan M. Batra, Barbara E. Walvoord and Krish S. Krishnan. *JME*, 26-42 Summer 97

Experiential learning, cases, and simulations in business communication. Peter M. Saunders. *Bus Com Qtly*, Vol. 60, No. 1: 97-114 Mar 97

Formative assessment: An annotated bibliography. Eric H. Hobson. *Clearings*, Vol. 71, No. 2: 123-125 Nov/Dec 97

From letter writing to report writing: Bridging the gap. Lorraine Krajewski and Gwendolyn Smith. *Bus Com Qtly*, Vol. 60, No. 4: 88-90 Dec 97

Further conceptualization of explanation in negative messages. Mohan R. Limaye. *Bus Com Qtly*, Vol. 60, No. 2: 38-50 June 97

Guide students to better comprehension of word problems. Margaret E. McIntosh. Clearings, Vol. 71, No. 1: 26-32 Sep/Oct 97

Humor, learning, and socialization in middle level classrooms. Judy P. Pollak and Paul D. Freda. Clearings, Vol. 70, No. 4: 176-178 Mar/Apr 97

Incorporating international business concepts into the business education curriculum. Daniel Ze Essam. Southern Illinois University at Carbondale, Doctoral dissertation, 96

Incorporating performance reviews into the business writing classroom. Bob Bergland. Bus Com Qtly, Vol. 60, No. 4: 52-62 Dec 97

Incorporating research design and estimation tools in the finance curriculum. Mark J. Shrader, Carl S. Bozman and Kent A. Hickman. JEB, Vol. 72, No. 3: 181-184 Jan/Feb 97

Integrating computer spreadsheet modeling into a microeconomics curriculum: Principles to managerial. Joy L. Clark and Charles E. Hegji. JEB, Vol. 72, No. 4: 234-244 Mar/Apr 97

Introducing students to the competing schools of thought in intermediate macroeconomics. Harlan M. Smith, II. J Econ Ed, Vol. 28, No. 3: 206-221 Summer 97

Jigsaw: Because reading your math book shouldn't be a puzzle. Roni Jo Draper. Clearings, Vol. 71, No. 1: 33-36 Sep/Oct 97

Knowledge acquisition frameworks: A case study of their development and assessment. Clyde W. Holsapple and William P. Wagner. J CIS, Vol. 37, No. 2: 13-20 Win-

Learning styles and teaching styles: Who should adapt to whom? Thomas C. Thompson. Bus Com Qtly, Vol. 60, No. 2: 125-127 June 97

"Mapping" learning at the secondary level. Patricia G. Avery, Jacqueline Baker and Susan H. Gross. Clearings, Vol. 70, No. 5: 279-285 May/June 97

On knowing what you know: Metacognition and the act of reading. Terry Underwood. Clearings, Vol. 71, No. 2: 77-80 Nov/Dec 97

Peer tutors and students work with formative assessment. Tripp Grant, Andrew Murphy, Ben Stafford, and Pamela B. Childers. Clearings, Vol. 71, No. 2: 103-105 Nov/Dec 97

Problem solving: The link between social studies and mathematics. Terry D. Rose and George M. Schuncke. Clearings, Vol. 70, No. 3: 137-140 Jan/Feb 97

Student accountability in IS projects with business: Preparing for the next century. Robert L. DeMichiell. J CIS, Vol. 37, No. 2: 2-7 Winter 97

Teaching English language arts for a technological age. Larry R. Johannessen and Elizabeth A. Kahn. Clearings, Vol. 70, No. 6: 305-310 July/Aug 97

Teaching problem solving for employment preparation. Judith J. Lambrecht. J Bus Train Ed, Vol. 6: 17-49 97

Teaching students about research: Classroom poster sessions. Kathleen Crowley-Long, Jack L. Powell and Caryn Christensen. Clearings, Vol. 70, No. 4: 202-204 Mar/Apr 97

Telling business stories. Thomas Loughman. *Bus Com Qtly*, Vol. 60, No. 4: 85-87 Dec 97

The car recall notice. Bob Bergland. *Bus Com Qtly*, Vol. 60, No. 3: 89-92 Sep 97

The company division meeting: A business communication simulation. Janet E. Hildebrand. *Bus Com Qtly*, Vol. 60, No. 3: 96-106 Sep 97

The enigma of the textbook valuation model: A note. O. Felix Ayadi, Pender Gbenedio and Eddy O. Omolehinwa. *JEB*, Vol. 72, No. 4: 230-233 Mar/Apr 97

The measure of success: Integrated thematic instruction. Inga Randle. *Clearings*, Vol. 71, No. 2: 85-87 Nov/Dec 97

The mentor demonstration model: Writing with students in the senior economics seminar. Jerome L. McElroy. *J Econ Ed*, Vol. 28, No. 1: 31-35 Winter 97

Toying with physics. Chuong-Dai Vo. *Techniques*, Vol. 72, No. 5: 14-17 May 97

Using active learning as assessment in the postsecondary classroom. Charles C. Bonwell. *Clearings*, Vol. 71, No. 2: 73-76 Nov/Dec 97

Using gender balance to enhance teaching effectiveness. Roosevelt D. Butler. *Bus Com Qtly*, Vol. 60 No. 3 93-96 Sep 97

Using the Wall Street Journal's dartboard contest to introduce market efficiency. Kevin Stephenson. *JEB*, Vol. 72, No. 4: 205-207 Mar/Apr 97

Wetlands Web site: Course efficiency and audience complexity. Linda Driskill. *Bus Com Qtly*, Vol. 60, No. 4: 93-95 Dec 97

What communication abilities do practitioners need? Evidence from MBA students. N. Lamar Reinsch, Jr. and Annette N. Shelby. *Bus Com Qtly*, Vol. 60, No. 4: 7-29 Dec 97

"Zipping" through number bases with patterns. Marilyn Sue Ford and Mary Margaret Ruetten. *Clearings*, Vol. 71, No. 1: 41-47 Sep/Oct 97

Adult Learners

Book review: Training through dialogue: Promoting effective learning and change with adults by Jane Vella. David Stein. *HRD Qtly*, Vol. 8, No. 1: 87-90 Spring 97

Factors which affect the attitudes of adult students towards computer competencies. Virginia Layne. Lehman College, City University of New York, Master's thesis, 96

Improving adult performance in business education. James W. Wolfson. *Bus Ed Forum*, Vol. 52, No. 2: 18-20 Dec 97

Teaching adults in the business education classroom. K. Virginia Hemby. *Bus Ed Forum*, Vol. 52, No. 1: 36-38 Oct 97

The ins and outs of self-directed learning. Timothy G. Hatcher. *T&D*, Vol. 51, No. 2: 34-39 Feb 97

Business Education

A direction for focusing business curricula. Sharon Lund O'Neil. *J Bus Train Ed*, Vol. 5: 13-21 96

A framed letter. Beverly A. Chiodo and Barbara Hatcher. *Bus Ed Forum*, Vol. 51, No. 3: 28-29, 31 Feb 97

A multimedia facelift for business education. Dawn Rottinghaus. *Kan Bus Tchr*, Vol. 51, No. 1: 15 Fall 97

Accounting equals applied algebra. Sondra Roberts. *Bus Ed Forum*, Vol. 51, No. 3: 26-28 Feb 97

An investigation of the cognitive style preferences and consumer knowledge of classroom business educators. Robert J. Matyska, Jr. University of Missouri—Columbia, Doctoral dissertation, 96

An investigation of the cognitive style preferences of classroom business educators. Robert J. Matyska, Jr. and Lonnie Echter-nacht. *NABTE Rev*, No. 24: 48-52 97

Building positive cooperating relationships. Tonya Skinner. *Bus Ed Forum*, Vol. 52, No. 1: 46-47, 58 Oct 97

Business education demographics—A 10-year analysis. Marilyn Wilkins and Pat R. Graves. *NABTE Rev*, No. 24: 20-23 97

Business education in the United States: Twelfth NABTE survey results (1995-1996). Arthur L. McEntee. *NABTE Rev*, No. 24: 4-7 97

Business education teacher participation in student leadership and Future Business Leaders of America (FBLA). Rebecca Waggoner Musgrove. Central Washington University at Ellensburg, Master's thesis, 96

Business teacher preparation. Clarence D. White and Terry D. Roach. *NBEA Yrbk*, No. 35: 119-129 97

"Candyconomy"—Fundamental economics. Gregory P. Valentine and Timothy Schibik. *Bus Ed Forum*, Vol. 52, No. 2: 22-23, 29 Dec 97

Communication in a changing environment. Betty S. Johnson. *NBEA Yrbk*, No. 35: 112-118 97

Demographic and social changes. Pauline A. Newton. *NBEA Yrbk*, No. 35: 17-29 97

Emerging technology. Pamela Ramey and Shirley Barton. *NBEA Yrbk*, No. 35: 79-92 97

Entrepreneurship education. John E. Clow. *NBEA Yrbk*, No. 35: 148-159 97

Facing the 21st century. Jeanne Holmes and Ellen Clizbe. *Bus Ed Forum*, Vol. 52, No. 1: 33-35 Oct 97

Future work. Linda J. Austin and Cheryl L. Willis. *NBEA Yrbk*, No. 35: 160-170 97

Global economy. Betty J. Brown. *NBEA Yrbk*, No. 35: 136-147 97

Globalization. Les R. Dlabay. *NBEA Yrbk*, No. 35: 60-66 97

Grounded learning: Breathing life into business education. Joseph B. Mosca and Larry W. Howard. *JEB*, Vol. 73, No. 2: 90-93 Nov/Dec 97

Historical perspectives: Basis for change in business education. Lloyd W. Bartholome. *NBEA Yrbk*, No. 35: 1-16 97

Impact of career education activities upon career decisions of high school students. Chris Grant. Southern Illinois University at Carbondale, Master's thesis, 96

Improving adult performance in business education. James W. Wolfson. *Bus Ed Forum*, Vol. 52, No. 2: 18-20 Dec 97

Incorporating industry-based skill standards into high school secretarial and administrative/information services programs: Teacher professional development activities. Phyllis C. Bunn. *J Bus Train Ed*, Vol. 5: 76-86 96

Integrated software applications. Sharon Fisher-Larson. NBEA Yrbk, No. 35: 93-100 97

Integrating entrepreneurship into field-based experience. Horace C. Robertson. Bus Ed Forum, Vol. 51, No. 3: 3-5 Feb 97

Job-seeking process. Zane K. Quible. NBEA Yrbk, No. 35: 171-183 97

Learning environment. Marlene Todd Stout. NBEA Yrbk, No. 35: 47-59 97

Making the connection. Linda Wise Miller. Bus Ed Forum, Vol. 52, No. 1: 39-41 Oct 97

Multicultural teaching competence as perceived by business education student teachers. Jacobeth N. Thabede. Virginia Polytechnic Institute and State University, Doctoral dissertation, 96

National standards for business education. Eileen Dittmar. MBEA Today, Vol. 62, No. 1: 6-7 Apr 97

New communities of interest on the Internet. Richard L. Hannah. Bus Ed Forum, Vol. 52, No. 1: 20-22, 35 Oct 97

Partnering for success. Steven L. Sizoo, Joseph M. Bearson and Naveen K. Malhotra. Bus Ed Forum, Vol. 52, No. 1: 28-29 Oct 97

Partnerships with industry—critical for academic business departments. William Lin and Mary Davis. Bus Ed Forum, Vol. 51, No. 4: 21-23 Apr 97

PCBEE Statement No. 60: This we believe about the professional development of business educators. Bus Ed Forum, Vol. 52, No. 1: 14-15 Oct 97

PCBEE Statement No. 61: This we believe about the professional delivery of instruction by business educators. Bus Ed Forum, Vol. 52, No. 1: 16-17 Oct 97

Perceived importance of high school business classes as preparation for college. Linda Henson Wiggs and Simin Cwick. J Bus Train Ed, Vol. 5: 35-49 96

Preparing business teachers to teach accounting at the secondary level: A study of NABTE institutions. Thaddeus McEwen. NABTE Rev, No. 24: 24-29 97

Reform and regulations. Joyce P. Logan and A. C. "Buddy" Krizan. NBEA Yrbk, No. 35: 67-78 97

Relationship of meaning and value of work and demographic characteristics of postsecondary business education students. Bethany Ann Sharman Pylant. Auburn University, Doctoral dissertation, 96

Retain, retrain and reward business educators. Dorothy A. Neal. NBEA Yrbk, No. 35: 130-135 97

Speaking the language of accounting. Leslie B. Fletcher. Bus Ed Forum, Vol. 52, No. 1: 18-19, 41 Oct 97

Teaching adults in the business education classroom. K. Virginia Hemby. Bus Ed Forum, Vol. 52, No. 1: 36-38 Oct 97

Teaching as a career: Patterns and perceptions of business education teachers. Ratna Sinha. Southern Illinois University at Carbondale, Doctoral dissertation, 96

Teaching basic business today. Ray D. Bernardi. Bus Ed Forum, Vol. 51, No. 3: 23-25 Feb 97

Teaching difficulties of business and marketing educators at the secondary level. Melody W. Alexander, Rodney E. Davis and Robert A. Underwood. NABTE Rev, No. 24: 40-47 97

Technology and accounting methodology. William B. Hoyt. NBEA Yrbk, No. 35: 101-111 97

Technology in the classroom and integrating business education with academic education. Tracie Rebling. University of Minnesota, Master's thesis, 96

The extent of student leadership integration in secondary business education. Jacqueline Rae Floetke. Central Washington University at Ellensburg, Master's thesis, 96

The invasion of the mind snatchers: The business of business education. Helen J. Muller, Jim Porter and Robert R. Rehder. JEB, Vol. 72, No. 3: 164-169 Jan/Feb 97

The self-directed learning of business education leaders: A grounded theory study. Deborah M. Stipp. University of Nebraska-Lincoln, Doctoral dissertation, 96

The spacing effect: What is it? And how can it impact on your business curriculum? Dennis J. LaBonty. J Bus Train Ed, Vol. 5: 64-75 96

Training business students to work in a green office. Cindy Adams, Vicki Simmons and Jennifer Stubblefield. Bus Ed Forum, Vol. 52, No. 2: 48-51 Dec 97

Virtual trade mission: A global business education experience. Greta Budai and Anna R. Steinberg. Bus Ed Forum, Vol. 52, No. 2: 27-29 Dec 97

Collaborative Learning

Achieving AECC outcomes through the seven principles for good practice in undergraduate education. Bruce M. Bradford and Milo W. Peck, Jr. JEB, Vol. 72, No. 6: 364-368 July/Aug 97

An assessment of global communication awareness achieved through teamwork. Lillie Anderton-Lewis and Thelma C. King. DPE J, Vol. 39, No. 1: 12-23 Winter 97

An experimental test of cooperative learning with faculty members as subjects. Tim M. Lindquist. JEB, Vol. 72, No. 3: 157-163 Jan/Feb 97

Bringing reflective learning to the marketing research course: A cooperative learning project using intergroup critique. Timothy R. Graeff. JME, 53-64 Spring 97

Competitive or collaborative? The heterogeneous classroom. Elaine Cawley Weintraub. Clearings, Vol. 70, No. 3: 157-159 Jan/Feb 97

Cooperative learning: The benefits of participatory examinations in principles of marketing classes. Reginald A. Graham, Beverly L. Graham and Victoria R. Whiting. JEB, Vol. 72, No. 3: 149-152 Jan/Feb 97

Effects of student team learning in undergraduate auditing courses. J. Gregory Kunkel and William E. Shafer. JEB, Vol. 72, No. 4: 197-200 Mar/Apr 97

From conflict to harmony: A heterogeneous group in a business communication class in Turkey. Ayseli Usluata. Bus Com Qtly, Vol. 60, No. 1: 124-133 Mar 97

Simulation games in business policy courses: Is there value for students? Bruce A. Walters, Terry M. Coalter and Abdul M. A. Rasheed. *JEB*, Vol. 72, No. 3: 170-174 Jan/Feb 97

Student perceptions of teamwork in the classroom: An analysis by gender. Melody W. Alexander and Sabrina F. Stone. *Bus Ed Forum*, Vol. 51, No. 3: 7-10 Feb 97

Team and group learning strategies for business and economics classes. John P. Manzer and Donna M. Bialik. *Bus Ed Forum*, Vol. 51, No. 4: 32-34 Apr 97

The masterpiece assignment. Jennie Carter Thomas. *Bus Ed Forum*, Vol. 51, No. 4: 38-40 Apr 97

Global/Cultural Awareness

A gap analysis of professional and academic perceptions of the importance of international marketing curriculum content and research areas. William J. Lundstrom and D. Steven White. *JME*, 16-25 Summer 97

Addressing issues of cultural diversity in business communication. Janice Tovey. *Bus Com Qtly*, Vol. 60, No. 1: 19-30 Mar 97

An assessment of global communication awareness achieved through teamwork. Lillie Anderton-Lewis and Thelma C. King. *DPE J*, Vol. 39, No. 1: 12-23 Winter 97

An international course in international business writing: Belgium, Finland, the United States. Ulla M. Connor, Kenneth W. Davis, Teun De Rycker, Elisabeth Margaretha Phillips and J. Piet Verckens. *Bus Com Qtly*, Vol. 60, No. 4: 63-74 Dec 97

Book review: Case studies in international technical communication by Nancy L. Hoft. Karlo Saari Kitalong. *Bus Com Qtly*, Vol. 60, No. 4: 132-134 Dec 97

Building hexaflexagons overseas: An experiential exercise in coping with cultural differences. Rebecca J. Morris. *J Teach Int Bus*, Vol. 8, No. 4: 49-64 97

Changing institutional norms and behavior, not culture: Experiential learning comes to Myanmar. Robert W. Hornaday. *J Teach Int Bus*, Vol. 8, No. 4: 39-48 97

Enhancing technical student proficiency in global competition. Dan Shoemaker and Vladan Jovanovic. *J CIS*, Vol. 38, No. 1: 100-103 Fall 97

Estimating the cost to consumers of the U.S. sugar quota: An exercise for introductory economics classes. Andrew T. Williams. *J Econ Ed*, Vol. 28, No. 2: 173-181 Spring 97

From benevolent dictator to constitutional monarch: Simulating a European works council in a U.S. classroom. Jeremiah J. O'Connell. *J Teach Int Bus*, Vol. 8, No. 4: 21-38 97

From conflict to harmony: A heterogeneous group in a business communication class in Turkey. Ayseli Usluata. *Bus Com Qtly*, Vol. 60, No. 1: 124-133 Mar 97

Global economy. Betty J. Brown. *NBEA Yrbk*, No. 35: 136-147 97

Globalization. Les R. Dlabay. *NBEA Yrbk*, No. 35: 60-66 97

Intercultural differences between Chinese and Americans in business. Laura Nowak and D. Dong. *Bus Com Qtly*, Vol. 60, No. 1: 115-123 Mar 97

International cultural diversity and the design of management accounting systems. Peter C. Brewer. *Mid-Amer J Bus*, Vol. 12, No. 1: 69-77 Spring 97

Multinational business gaming: Is gender important? Scott D. Johnson, Denise M. Johnson and Peggy A. Golden. *J Teach Int Bus*, Vol. 8, No. 4: 65-82 97

Prosperity game to teach global competitiveness to university students. Kevin W. Boyack and Marshall Berman. *J Teach Int Bus*, Vol. 8, No. 4: 5-19 97

Questions of race and culture: How they relate to the classroom for African American students. Susan W. Graybill. *Clearings*, Vol. 70, No. 6: 311-318 July/Aug 97

The early weeks of a second language: The "toy box" approach. Carolyn Bell, Eileen Shultz and Linda Easter. *Clearings*, Vol. 70, No. 4: 183-185 Mar/Apr 97

The instructional leader as cultural mediator. Joseph Khazzaka. *Clearings*, Vol. 70, No. 3: 121-124 Jan/Feb 97

The internationalization of introductory accounting textbooks. Robert M. Bracken and Frank R. Urbancic. *JEB*, Vol. 72, No. 6: 354-358 July/Aug 97

You can globalize your curriculum. Frank Moore. *Bus Ed Forum*, Vol. 51, No. 3: 16-17 Feb 97

School-to-Work

A descriptive study of the current knowledge of Reeds Spring High School students and parents regarding tech prep and the job market forecast of 2000+. Kathy Lasley. Southwest Missouri State University, Master's thesis, 96

A survey of Fergus Falls businesses to determine interests and perceptions of cooperative education. Michelle A. Haukos. University of North Dakota, Master's thesis, 96

An analysis of the workplace skills and competencies of Fort Smith area schools tech prep business seniors. Rebecca J. Timmons. University of Arkansas at Little Rock, Doctoral dissertation, 96

Getting into the education business. Carver C. Gayton. *Techniques*, Vol. 72, No. 5: 26-28 May 97

Implementation of national career development guidelines for education-to-careers. Lisa Schaefer. Southern Illinois University at Edwardsville, Master's thesis, 96

Integrated secondary certified Novell administrator program. Judith Berry. *MBA Today*, Vol. 62, No. 1: 8-9 Apr 97

"Not for my child." Chuong-Dai Vo. *Techniques*, Vol. 72, No. 1: 20-23 Jan 97

School-to-work transition: Moving business students successfully into the workforce. Linda S. Morris. *KBEA J*, 14-15 Spring 97

School-to-work: A business and industry program for educators. Vernon D. Luft. *Clearings*, Vol. 70, No. 6: 325-327 July/Aug 97

Student perceptions of the cooperative education program in the College of Business at Eastern Kentucky University. John E. Gump. *KBEA J*, 16-18 Spring 97

The gatekeepers. Kenneth Gray. *Techniques*, Vol. 72, No. 1: 24-27 Jan 97

Technology Education

A 10-minute lesson in technology grant writing. Bruce Sliger and Terry McLeod. *Techniques*, Vol. 72, No. 7: 32-33 Oct 97

A chartered flight. Margaret Litvin. *Techniques*, Vol. 72, No. 3: 20-25 Mar 97

A comparison of spaced or massed scheduling and live or video instruction in a microcomputer applications course. Dennis LaBonty. NABTE Rev, No. 24: 35-39 97

A comparison of the structured approach and the minimalist approach to the design of material for teaching microcomputer software. Jackie Millsagle. University of Minnesota, Doctoral dissertation, 96

A heuristic for defining the purpose of a client's WWW site. Laurie Cubbison. Bus Com Qtly, Vol. 60, No. 4: 95-98 Dec 97

A technology high school with business in mind. Mark S. Morrison and E. Ted Fujimoto. THE J, Vol. 25, No. 3: 50-52 Oct 97

Accounting and the Internet. Beverly Ann Soriano. Bus Ed Forum, Vol. 51, No. 4: 35-37 Apr 97

An upgrade for learning. Gay Fawcett and Steve Snyder. Techniques, Vol. 72, No. 7: 30-33 Oct 97

Antecedents of student attitudes toward computers. Richard L. Divine, J. Holton Wilson and Hugh G. Daubek. JME, 54-65 Summer 97

Approaching ground zero with today's technology tools. Roger W. Geyer. THE J, Vol. 25, No. 1: 56-59 Aug 97

Attitudes of Malaysian student at Southern Illinois University at Carbondale toward learning about and working with computers. Wan Narita Mustapha. Southern Illinois University at Carbondale, Master's thesis, 96

Blending learning modalities: A return to the "high tech/high touch" concept. Timothy Gray Davies. THE J, Vol. 24, No. 10: 66-68 May 97

Book review: Case studies in international technical communication by Nancy L. Hoft. Karla Saari Kitalong. Bus Com Qtly, Vol. 60, No. 4: 132-134 Dec 97

Book review: Dr. Mary Ellen Guffey's communication resources by Mary Ellen Guffey. Carlos Salinas. Bus Com Qtly, Vol. 60, No. 4: 134-135 Dec 97

Buffet-style learning. Alice Potosky. Techniques, Vol. 72, No. 2: 40-43 Feb 97

Computer anxiety: How to measure it? Bill McPherson. OSR J, Vol. 15, No. 1: 12-19 Spring 97

Computer competency of high school seniors. Samuel Melendez. Lehman College, City University of New York, Master's thesis, 96

Creating computer-based presentations: A skill for today's workplace. Heidi R. Perreault. J Bus Train Ed, Vol. 5: 50-63 96

Curriculum development for three levels of computer applications students. Judy Ragland. Southern Illinois University at Edwardsville, Master's thesis, 96

Does your technology deliver? Barry Golden. Techniques, Vol. 72, No. 7: 16-19 Oct 97

E-COMP: A few words about teaching writing with computers. Bryan Alexander, James Crowley, Deanne Lundin, Vicki Mudry, Stephanie Palmer and Eric Rabkin. THE J, Vol. 25, No. 2: 66-67 Sep 97

Electronic commerce on the WWW/Internet. Richard G. Vedder, Carl S. Guynes and Michael T. Vanecek. J CIS, Vol. 38, No. 1: 20-25 Fall 97

Emerging technology. Pamela Ramey and Shirley Barton. NBEA Yrbk, No. 35: 79-92 97

Factors which affect the attitudes of adult students towards computer competencies. Virginia Layne. Lehman College, City University of New York, Master's thesis, 96

Gender and computing: Adolescents' attitudes toward computers. Celine Mary Geiger. Lehman College, City University of New York, Master's thesis, 96

Hardware and software needs of businesses in the Western Kentucky region. Lila Waldman and Brenda Cantwell Wilson. KBEA J, 5-7 Spring 97

Hometown discovery: Learning locally, thinking globally. Gordon Churchwell, Cyril J. Weller and Peter Sommer. THE J, Vol. 25, No. 1: 43-46 Aug 97

How to incorporate multimedia in the business communication classroom—without learning new software packages. Aline Wolff. Bus Com Qtly, Vol. 60, No. 3: 110-113 Sep 97

Improving high school students' performance via discovery learning, collaboration and technology. Marianne B. Carlin, Leonard Ciaccio, James Sanders, and Michael Kress. THE J, Vol. 24, No. 10: 62-65 May 97

Instructional computer applications used by secondary business teachers in Minnesota Public Schools. Jeffrey D. Noyes. University of Minnesota, Master's thesis, 96

Integrated secondary certified Novell administrator program. Judith Berry. MBEA Today, Vol. 62, No. 1: 8-9 Apr 97

Integrated software applications. Sharon Fisher-Larson. NBEA Yrbk, No. 35: 93-100 97

Integrating the Internet and the World Wide Web into the business classroom: A synthesis. Srinivasan Ragothaman and Diane Hoadley. JEB, Vol. 72, No. 4: 213-216 Mar/Apr 97

Interactive distance education alliance (IDEA): Collaborative model delivers on demand. Ray M. Haynes and Reza Pouraghabagher. THE J, Vol. 24, No. 8: 60-62 Mar 97

Internet-based assignments and written business communication: A logical union. Zane K. Quible. Bus Com Qtly, Vol. 60, No. 4: 98-101 Dec 97

Internet: An introduction to protocols and sites. Karen Forcht, Jay Colavita and William Penberthy. J CIS, Vol. 37, No. 2: 62-69 Winter 97

Job-seeking process. Zane K. Quible. NBEA Yrbk, No. 35: 171-183 97

Many paths to learning software. Candice Harp, John Satzinger and Sandy Taylor. T&D, Vol. 51, No. 5: 81-84 May 97

MOOville: The writing project's own "private Idaho." Michael Conlon. THE J, Vol. 24, No. 8: 66-68 Mar 97

Multimedia file literacy for students. William H. Baker and Gary D. Baker. Bus Com Qtly, Vol. 60, No. 3: 113-116 Sep 97

Multimedia resources. Thomas Clark. Bus Com Qtly, Vol. 60, No. 3: 108-110 Sep 97

Netmeeting 2.0: A tool for virtual collaboration. Marie E. Flatley. Bus Com Qtly, Vol. 60, No. 4: 101-103 Dec 97

New currents. Alice Potosky. *Techniques*, Vol. 72, No. 1: 32-34, 36 Jan 97

Pilot project in international electronic distance education in Russia. Ludwig Slusky, V. Z. Yampolsky, Parviz Partow, Gregory Dubina and Veniamin Goldfarb. *THE J*, Vol. 24, No. 6: 61-66 Jan 97

Preparing an online resume. Tim Krause. *Bus Com Qtly*, Vol. 60, No. 1: 159-161 Mar 97

Preparing office professionals for the next century. Beryl C. McEwen. *Bus Ed Forum*, Vol. 52, No. 1: 42-45 Oct 97

Preparing students for a changing future: How one New York school district restructured its educational focus with technology. Gerald Lauber. *THE J*, Vol. 24, No. 8: 63-65 Mar 97

Re-tool or die. Ann Dykman. *Techniques*, Vol. 72, No. 7: 34-35, 37, 67 Oct 97

ScienceWare's Model-It: Technology to support authentic science inquiry. Elliot Soloway, Amanda Z. Pryor, Joseph S. Krajcik, Shari Jackson, Steven J. Stratford, Michele Wisnudel, and Jonathan T. Klein. *THE J*, Vol. 25, No. 3: 54-56 Oct 97

Software auditing: A new task for U.K. universities. Mark Fletcher. *THE J*, Vol. 24, No. 6: 67-69 Jan 97

Student attitudes toward written, oral, and e-mail communication. Patricia A. Merrier and Ruthann Dirks. *Bus Com Qtly*, Vol. 60, No. 2: 89-99 June 97

Student perceptions of electronic discussion groups. Silva S. Karayan and Judith A. Crowe. *THE J*, Vol. 24, No. 9: 69-71 Apr 97

Students' performance on a paper-mediated versus multimedia tutorial for learning networking computer concepts. Herbert F. Brown, III. Virginia Polytechnic Institute and State University, Doctoral dissertation, 96

Surfing in the classroom: Using communication technologies in education for business. Betty S. Johnson, Marsha L. Bayless and Christine M. Irvine. *J Bus Train Ed*, Vol. 6: 65-76 97

Teaching adults in the business education classroom. K. Virginia Hemby. *Bus Ed Forum*, Vol. 52, No. 1: 36-38 Oct 97

Teaching computer ergonomic techniques: Practices and perceptions of secondary and postsecondary business educators. Melody W. Alexander and Larry W. Arp. *DPE J*, Vol. 39, No. 1: 39-55 Winter 97

Teaching keyboarding formatting/production skills on microcomputer versus electronic typewriter to secretarial science students enrolled at Mara Institute of Technology, Malaysia. Che Norlia Hassan. Southern Illinois University at Carbondale, Master's thesis, 96

Teaching the net without a net: Custom simulations boost freshmen's PC skills. Dallas Kenny. *THE J*, Vol. 24, No. 7: 87-91 Feb 97

Technology and accounting methodology. William B. Hoyt. *NBEA Yrbk*, No. 35: 101-111 97

Technology assessment and training for a Brazilian school. Cindy C. Emmans and William E. Byxbee. *THE J*, Vol. 24, No. 6: 55-57 Jan 97

Technology in the classroom and integrating business education with academic education. Tracie Rebling. University of Minnesota, Master's thesis, 96

The effect of previous keyboarding instruction on achievement of students taking introductory computer application courses. Carmen Hernandez. Lehman College, City University of New York, Master's thesis, 96

The effect of using a computer authoring system on student achievement. Mary Jean White and Bonnie Roe White. *J Bus Train Ed*, Vol. 6: 87-99 97

The Internet: Teaching resource or toy for idle minds? Chris Korbel. *MBEA Today*, Vol. 62, No. 1: 5 Apr 97

The making of a high-tech high school. Marlene Lozada. *Techniques*, Vol. 72, No. 5: 18-21, 32 May 97

The moving bullseye: Preparing students for a career in multimedia. Charles Altschul and Laura Zarrow. *THE J*, Vol. 25, No. 3: 58-60 Oct 97

The science learning network: Partnerships, technology & teacher change. Stephen H. Baumann and Karen Elinich. *THE J*, Vol. 25, No. 1: 48-51 Aug 97

The Shakespeare frolic project: Massaging Shakespeare through multimedia. Lawrence Baines. *Clearings*, Vol. 70, No. 4: 194-198 Mar/Apr 97

The use of technologies and media in records information management. Diane C. Davis. *J Bus Train Ed*, Vol. 6: 51-63 97

UNESCO's mission in the promotion of international cooperation. Evgueni A. Khvilon and Mariana Patru. *THE J*, Vol. 24, No. 6: 58-60 Jan 97

Using 21st century group communication tools. Marie E. Flatley. *Bus Ed Forum*, Vol. 51, No. 3: 15-16 Feb 97

Using the World Wide Web to teach employment communication. K. Virginia Hemby. *Bus Com Qtly*, Vol. 60, No. 1: 161-163 Mar 97

What computer skills do employers expect from recent college graduates? Philip Davis. *THE J*, Vol. 25, No. 2: 74-78 Sep 97

What do people think of us? *Techniques*, Vol. 72, No. 6: 14-15 Sep 97

"What I did over my summer vacation." Ann Jordan. *Techniques*, Vol. 72, No. 6: 40-41 Sep 97

What is your school's T.Q.? Robert W. Zellers. *Clearings*, Vol. 70, No. 3: 136 Jan/Feb 97

Workplace competencies: Trends in advertised entry-level technology, interpersonal, and basic communication job skills, 1992-1995. Alexa Bryans North and William E. Worth. *OSR J*, Vol. 15, No. 1: 1-6 Spring 97

Workplace environment. Christine M. Haff and Billie Herrin. *NBEA Yrbk*, No. 35: 30-46 97

Vocational Education

A comprehensive study of factors that influence vocational education law-making in the U.S. and Taiwan, Republic of China. Wei-Non Shu. University of Minnesota, Doctoral dissertation, 96

A constructive education. Marlene Lozada. *Techniques*, Vol. 72, No. 3: 12-18 Mar 97

A counseling conversion. Julie Parsons. *Techniques*, Vol. 72, No. 7: 42-44 Oct 97

A follow-up study of Grand Forks schools' occupational foods program graduates (1991-1995). Linda L. Romuld. University of North Dakota, Master's thesis, 96

A historical perspective of vocational education on the Fort Totten Indian Reservation from 1891-1995. Randall J. Cavanaugh. University of North Dakota, Master's thesis, 96

Blueprints for building curriculum. Walt H. Edling and Ruth M. Loring. *Techniques*, Vol. 72, No. 8: 26-28 Nov/Dec 97

Finding green in the green movement. Julie A. Miller. *Techniques*, Vol. 72, No. 2: 20-23, 70 Feb 97

Getting off the track to nowhere. Marlene Lozada. *Techniques*, Vol. 72, No. 8: 38-41 Nov/Dec 97

Going to market? Dan Stapleton. *Techniques*, Vol. 72, No. 6: 20-23 Sep 97

Interview with Deborah Meier. *Techniques*, Vol. 72, No. 2: 30-35 Feb 97

Interview with Raymond Uhalde. *Techniques*, Vol. 72, No. 6: 36-38 Sep 97

Interview with Susan Drake. *Techniques*, Vol. 72, No. 8: 24-25 Nov/Dec 97

Mixing it up. Mike Lee. *Techniques*, Vol. 72, No. 8: 14-17 Nov/Dec 97

National industry-based skill standards technical committees: Perceptions of adoption of standards in vocational education programs. Phyllis C. Bunn. Virginia Polytechnic Institute and State University, Doctoral dissertation, 96

News—not olds—gets attention. Marty Lenzini Murray. *Techniques*, Vol. 72, No. 6: 24-25 Sep 97

On the road with 20 teenagers. Lasinda M. Mathewson. *Techniques*, Vol. 72, No. 7: 38-39 Oct 97

Putting career planning front and center. Jan Lewis. *Techniques*, Vol. 72, No. 2: 16-19 Feb 97

Re-tool or die. Ann Dykman. *Techniques*, Vol. 72, No. 7: 34-35, 37, 67 Oct 97

Reputation management. Pat Jackson. *Techniques*, Vol. 72, No. 6: 26-27 Sep 97

Revitalizing a welding program. Dave Williams. *Techniques*, Vol. 72, No. 7: 40-41 Oct 97

Spinning a yarn. Tom Kinzer. *Techniques*, Vol. 72, No. 8: 18-20 Nov/Dec 97

SREB: Do its high schools work? Julie A. Miller. *Techniques*, Vol. 72, No. 3: 26-29 Mar 97

Starring in voc ed. Kathleen Brady. *Techniques*, Vol. 72, No. 6: 28-30 Sep 97

Striking a chord. Eric Ries. *Techniques*, Vol. 72, No. 4: 22-24, 44 Apr 97

Teachers at work. *Techniques*, Vol. 72, No. 8: 30-31 Nov/Dec 97

Testing the waters of career choice. Alice Potosky. *Techniques*, Vol. 72, No. 4: 25-26, 28 Apr 97

The great college divide. Ann Dykman. *Techniques*, Vol. 72, No. 2: 36-39 Feb 97

The role of research in MIS faculty performance evaluation: An exploratory study. Jin H. Im and Sandra Hartman. *J CIS*, Vol. 37, No. 3: 37-40 Spring 97

The winners' circle. Eric Ries. *Techniques*, Vol. 72, No. 3: 32-38 Mar 97

This is agriculture? Chuong-Dai Vo. *Techniques*, Vol. 72, No. 4: 30-33 Apr 97

To "v" or not to "v"? Eric Ries. *Techniques*, Vol. 72, No. 8: 32-36 Nov/Dec 97

What do people think of us? *Techniques*, Vol. 72, No. 6: 14-15 Sep 97

"What I did over my summer vacation." Ann Jordan. *Techniques*, Vol. 72, No. 6: 40-41 Sep 97

Where are they now? *Techniques*, Vol. 72, No. 8: 22-23 Nov/Dec 97

Training and Development

10 ways to get management buy-in. Scott B. Parry. *T&D*, Vol. 51, No. 9: 20-22 Sep 97

12 principles of knowledge management. Verna Allee. *T&D*, Vol. 51, No. 11: 71-74 Nov 97

A conversation with doctor paradox. David Stamps. *Training*, Vol. 34, No. 5: 42-48 May 97

A job by any other name. Jana Jopson and Hershella Smith. *T&D*, Vol. 51, No. 6: 28-30 June 97

A knowledge-based assisted system for training and testing. Joshua Poh-Onn Fann and Tina Kwai-Lan Mak. *J CIS*, Vol. 37, No. 3: 47-53 Spring 97

A licensing primer for trainers. George Kimmerling. *T&D*, Vol. 51, No. 1: 30-35 Jan 97

A model for trainer certification. Cyndi Gaudet, Peter Vail, Trina Smith, and Donna Conerly. *NABTE Rev*, No. 24: 53-57 97

A start-up guide to distance learning. Donna Abernathy. *T&D*, Vol. 51, No. 12: 39-43, 45-47 Dec 97

Applying emotional intelligence in the workplace. Robert K. Cooper. *T&D*, Vol. 51, No. 12: 31-38 Dec 97

Are competency models a waste? Maxine Dalton. *T&D*, Vol. 51, No. 10: 46-49 Oct 97

Are you getting sapped? Bob Filipczak. *Training*, Vol. 34, No. 3: 40-44, 46, 48, 50 Mar 97

Benchmarking the best. Laurie Bassi and Scott Cheney. *T&D*, Vol. 51, No. 11: 60-64 Nov 97

Book review: A higher standard of leadership: Lessons from the life of Gandhi by Keshavan Nair. John Nirenberg. *HRD Qtlly*, Vol. 8, No. 4: 347-352 Winter 97

Book review: Deep change: Discovering the leader within by Robert E. Quinn. Pamela Dodd. *HRD Qtlly*, Vol. 8, No. 3: 273-276 Fall 97

Book review: Jumping the curve: Innovation and strategic choice in an age of transition by Nicholas Imparato and Oren Harari. Alan Clardy. *HRD Qtlly*, Vol. 8, No. 4: 343-346 Winter 97

Book review: Managing cultural differences: Leadership strategies for a new world of business by Philip R. Harris and Robert T. Moran. Kent Glenzer. *HRD Qtlly*, Vol. 8, No. 1: 84-86 Spring 97

Book review: Seeing organizational patterns: A new theory and language of organizational design by Robert W. Keidel. Paul Hardt. *HRD Qtlly*, Vol. 8, No. 1: 81-84 Spring 97

Book review: Synchronicity: The inner path of leadership by Joseph Jaworski. John Nirenberg. HRD Qtlly, Vol. 8, No. 4: 347-352 Winter 97

Book review: The complete computer trainer by Paul Clothier. Judith J. Lambrecht. J Bus Train Ed, Vol. 6: 101-111 97

Book review: Tools for team excellence: Getting your team into high gear and keeping it there by Gregory E. Huszczo. Maria T. Gresham. HRD Qtlly, Vol. 8, No. 3: 269-272 Fall 97

Book review: Training through dialogue: Promoting effective learning and change with adults by Jane Vella. David Stein. HRD Qtlly, Vol. 8, No. 1: 87-90 Spring 97

Can generation Xers be trained? Shari Caudron. T&D, Vol. 51, No. 3: 20-24 Mar 97

Communication training in corporate settings: Lessons and opportunities for the academe. Thaddeus McEwen. Mid-Amer J Bus, Vol. 12, No. 1: 49-58 Spring 97

Communities of practice: Learning is social. Training is irrelevant? David Stamps. Training, Vol. 34, No. 2: 34-42 Feb 97

Companies seek ways to bridge the training gap. Robert Whalen. Man Off Tech, Vol. 42, No. 3: 24 Mar 97

Competencies: The next generation. Patricia A. McLagan. T&D, Vol. 51, No. 5: 40-47 May 97

Competency-based management. Jim Kochanski. T&D, Vol. 51, No. 10: 40-44 Oct 97

Conference planning guide. T&D, Vol. 51, No. 7: 42-45 July 97

Cooking up world-class training. Ron Zemke. Training, Vol. 34, No. 2: 52-54, 56-58 Feb 97

Creating a CD-based multimedia training program. Present, Vol. 11, No. 2: 29-31 Feb 97

Creating strategists. Stephen J. Wall. T&D, Vol. 51, No. 5: 75-76, 78-79 May 97

Creative fitness. Tom Verberne. T&D, Vol. 51, No. 8: 68-71 Aug 97

Designing accessible online help. Butler Newman and Robert W. Riner. T&D, Vol. 51, No. 3: 41-44 Mar 97

Developing internal consultants. R. Glenn Ray. T&D, Vol. 51, No. 7: 30-34 July 97

Digital technologies to the rescue. Tom Barron. T&D, Vol. 51, No. 1: 36-39 Jan 97

Dog day afternoon. Bob Filipczak. Training, Vol. 34, No. 2: 60-62, 64-66 Feb 97

Employee expertise: The status of the theory and the literature. K. Peter Kuchinke. PIQ, Vol. 10, No. 4: 72-86 97

EQ: Edging toward respectability. Jay Stuller. Training, Vol. 34, No. 6: 42-46, 48 June 97

Final word: Response to Adams. Richard K. Caputo and Mary Cianni. HRD Qtlly, Vol. 8, No. 3: 225-227 Fall 97

Focusing the international personnel performance appraisal process. Michael Harvey. HRD Qtlly, Vol. 8, No. 1: 41-62 Spring 97

From welfare to work. Frank Jossi. Training, Vol. 34, No. 4: 44-46, 48-50 Apr 97

Getting credit. Dale Kurschner. Training, Vol. 34, No. 6: 52-54 June 97

Go with the cash flow. Patricia A. Galagan. T&D, Vol. 51, No. 11: 18-23 Nov 97

Hardwiring the learning organization. John Redding. T&D, Vol. 51, No. 8: 61-67 Aug 97

High-tech in the heartland. Wendy Webb. Training, Vol. 34, No. 5: 50-52, 54, 56 May 97

Houston, we have a problem. Bob Filipczak. Training, Vol. 34, No. 4: 56-60 Apr 97

How does multimedia change training? Marc Hequet. Present, Vol. 11, No. 2: A20-A22 Feb 97

How leaders develop leaders. Eli Cohen and Noel Tichy. T&D, Vol. 51, No. 5: 58-63, 65-67, 69-73 May 97

How to survive a corporate takeover. Mark S. Carley. T&D, Vol. 51, No. 11: 81-82 Nov 97

In search of the soul of HRD. William Kahnweiler and Fred L. Otte. HRD Qtly, Vol. 8, No. 2: 171-181 Summer 97

International HRD: What we know and don't know. Lori A. Peterson. HRD Qtly, Vol. 8, No. 1: 63-79 Spring 97

Invited reaction: Reflections on Caputo and Cianni's research. Doris E. Adams. HRD Qtly, Vol. 8, No. 3: 219-224 Fall 97

It takes all kinds: Creativity in the work force. Bob Filipczak. Training, Vol. 34, No. 5: 32-38, 40 May 97

Learning from the best. Lisa Lucadamo and Scott Cheney. T&D, Vol. 51, No. 7: 25-28 July 97

Learning to share. Michael Blumfield. Training, Vol. 34, No. 4: 38-40, 42 Apr 97

Lights! Camera! Project Management! David Stamps. Training, Vol. 34, No. 1: 50-54, 56 Jan 97

Live & in person. Jack Gordon and Marc Hequet. Training, Vol. 34, No. 3: 24-31 Mar 97

Look who's joined the training game. David Stamps. Training, Vol. 34, No. 3: 32-34, 36, 38 Mar 97

Managing an organization as a system. Alan P. Brache and Geary A. Rummler. Training, Vol. 34, No. 2: 68-74 Feb 97

Many paths to learning software. Candice Harp, John Satzinger and Sandy Taylor. T&D, Vol. 51, No. 5: 81-84 May 97

Meeting facilities that foster learning. Coleman Lee Finkel. T&D, Vol. 51, No. 7: 36-41 July 97

Mercedes-Benz sows a learning field. David Stamps. Training, Vol. 34, No. 6: 26-32 June 97

Missing the competitive advantage boat. Nancy S. Mueller. Man Off Tech, Vol. 42, No. 1: 33 Jan 97

Multimedia training on a budget. Wendy Webb. Present, Vol. 11, No. 2: A12-A14, A16, A18 Feb 97

No more sheep dipping. Carlene Reinhart. T&D, Vol. 51, No. 3: 46-51 Mar 97

On becoming virtual. Sacha Cohen. T&D, Vol. 51, No. 5: 30-37 May 97

Online training: A new form of computer-based training. Albert H. Huang. JEB, Vol. 73, No. 1: 35-38 Sep/Oct 97

Prejudice and behavioral archetypes: A new model for cultural-diversity training. Lyle Sussman. *Bus Com Qtly*, Vol. 60, No. 1: 7-18 Mar 97

Professional development the Disney way. Haidee Allerton. *T&D*, Vol. 51, No. 5: 50-56 May 97

Results first, change second. John R. Murphy. *Training*, Vol. 34, No. 5: 58-62, 64, 67 May 97

Seekers and scalers: The future leaders. Randall P. White. *T&D*, Vol. 51, No. 1: 20-24 Jan 97

Seizing your intranet. Elliott Masie. *T&D*, Vol. 51, No. 2: 51-52 Feb 97

Seven ways to make your training department one of the best. Karen Vander Linde, Nicholas Horney and Richard Koonce. *T&D*, Vol. 51, No. 8: 20-28 Aug 97

Share and share alike. Pamela Leigh. *T&D*, Vol. 51, No. 5: 87-91 May 97

Slogging toward the millennium. Alan Weiss. *Training*, Vol. 34, No. 4: 51-54 Apr 97

Smart companies. Patricia A. Galagan. *T&D*, Vol. 51, No. 12: 20-24 Dec 97

Social barriers to successful reentry into mainstream organizational culture: Perceptions of people with disabilities. Mike A. Boyle. *HRD Qtly*, Vol. 8, No. 3: 259-268 Fall 97

Stories at work. Bonnie Durrance. *T&D*, Vol. 51, No. 2: 25-29 Feb 97

Strategic planning is back. Patricia A. Galagan. *T&D*, Vol. 51, No. 4: 32-37 Apr 97

Systematic agreement: A theory of organizational alignment. Steven W. Semler. *HRD Qtly*, Vol. 8, No. 1: 23-40 Spring 97

Teams: It's all in the planning. Lawrence Holpp. *T&D*, Vol. 51, No. 4: 44-47 Apr 97

Ten training tips for moving your company ahead. Patti Dupuis. *Man Off Tech*, Vol. 42, No. 8: 23 Aug 97

The bluebirds' secret: Mentoring with bravery and balance. Chip R. Bell. *T&D*, Vol. 51, No. 2: 30-33 Feb 97

The care of the un-downsized. Bob Nelson. *T&D*, Vol. 51, No. 4: 40-43 Apr 97

The effects of employee characteristics and work environment factors on learning during training and on motivation to learn. Gregg D. Martin. University of Missouri—Columbia, Doctoral dissertation, 96

The evolutionary vision of Dee Hock: From chaos to chaords. Bonnie Durrance. *T&D*, Vol. 51, No. 4: 24-31 Apr 97

The good news about desktop learning. Linda Keegan and Sherri Rose. *T&D*, Vol. 51, No. 6: 24-27 June 97

The HRD hall of fame. *Training*, Vol. 34, No. 2: 45-50 Feb 97

The human side of a technology launch. Shari Caudron. *T&D*, Vol. 51, No. 2: 20-24 Feb 97

The ins and outs of self-directed learning. Timothy G. Hatcher. *T&D*, Vol. 51, No. 2: 34-39 Feb 97

The invisible wall. John H. Zenger. *T&D*, Vol. 51, No. 10: 24-27 Oct 97

The job training experiences of black and white women, 1970-1991. Richard K. Caputo and Mary Cianni. HRD Qtly, Vol. 8, No. 3: 197-218 Fall 97

The little company that could. Ron Zemke. Training, Vol. 34, No. 1: 59-64 Jan 97

The self-organizing system. David Stamps. Training, Vol. 34, No. 4: 30-36 Apr 97

The tug-of-war over computer training. Bob Filipczak. Training, Vol. 34, No. 6: 35-38, 40 June 97

This buys me what? David F. Farkas. Present, Vol. 11, No. 2: A6-A9 Feb 97

Trainer opinions of popular corporate training methods. Gundars Kaupins. JEB, Vol. 73, No. 1: 5-8 Sep/Oct 97

Training delivery problems and solutions: Identification of novice trainer problems and expert trainer solutions. Richard A. Swanson and Sandra K. Falkman. HRD Qtly, Vol. 8, No. 4: 305-314 Winter 97

Training industry trends 97. Laurie Bassi, Scott Cheney and Mark Van Buren. T&D, Vol. 51, No. 11: 46-59 Nov 97

Trust me. Chris Lee. Training, Vol. 34, No. 1: 28-32, 34-37 Jan 97

You want tomatoyes, I want tomahtoes. Bob Nelson, Lael Good and Tom Hill. Training, Vol. 34, No. 6: 56-60, 62 June 97

Instructional Design

A guide to multimedia in the next millennium. Sacha Cohen. T&D, Vol. 51, No. 8: 33, 35-36, 38, 40, 43-44 Aug 97

Book review: Powerful principles of instruction by Stephen L. Yelon. Jeff Flesher. HRD Qtly, Vol. 8, No. 2: 190-192 Summer 97

Effects of an inductive versus a deductive instructional approach on the constructive feedback and problem-solving skills of supervisors. Margaret C. Lohman. PIQ, Vol. 10, No. 3: 37-55 97

End user training: An experimental comparison of lecture versus computer-based training. George A. Bohlen and Thomas W. Ferratt. J EUC, Vol. 9, No. 3: 14-27 Summer 97

Instructional technology: Pedagogy for the future. Lawrence A. Tomei. THE J, Vol. 25, No. 5: 56-59 Dec 97

Learning from a masterpiece. Steve Cohen and Joan Jurkovic. T&D, Vol. 51, No. 11: 66-70 Nov 97

Networking multimedia training. Joel Rakow. Training, Vol. 34, No. 3: 61-65 Mar 97

Standing at the ready: Charting an ergonomics compliance course. John C. Bruening. Man Off Tech, Vol. 42, No. 11: 20-23 Nov 97

Taking ownership for transfer: A management development case study. Timm J. Esque and Joel McCausland. PIQ, Vol. 10, No. 2: 116-133 97

The hardest question to answer about CBT. Kevin Oakes. T&D, Vol. 51, No. 9: 45-47 Sep 97

Think locally, train globally. Bob Filipczak. Training, Vol. 34, No. 1: 40-42, 44, 46, 48 Jan 97

Transfer of training: An updated review and analysis. J. Kevin Ford and Daniel A. Weissbein. PIQ, Vol. 10, No. 2: 22-41 97

Use of case study method to increase near and far transfer of learning. Harold D. Stolovitch and Achi Yapi. PIQ, Vol. 10, No. 2: 64-82 97

What's really new about multimedia. Michael L. Hillinger. T&D, Vol. 51, No. 8: 46-47, 49-52, 54-55 Aug 97

Performance Improvement

A selected, descriptive bibliography on transfer of training. Gina Walker and Mary Perri. PIQ, Vol. 10, No. 2: 156-168 97

A survey of personal productivity software use by business professionals. Pamela L. Hall and Steven C. Ross. J CIS, Vol. 37, No. 2: 27-36 Winter 97

Book review: Good fair tests by Odin Westgard. Leslie Moller. PIQ, Vol. 10, No. 3: 109-112 97

Book review: Stop managing, start coaching: How performance coaching can enhance commitment and improve productivity by J. W. Gilley and N. W. Boughton. Bruce T. Strom. HRD Qtly, Vol. 8, No. 2: 183-186 Summer 97

Coaching for human performance. Kenneth M. Nowack and Scott Wimer. T&D, Vol. 51, No. 10: 28-32 Oct 97

Cost-consequences analysis: A case study. Roger Kaufman, Ryan Watkins, Leon Sims, Neil S. Crispo, John C. Hall and Daniel E. Sprague. PIQ, Vol. 10, No. 3: 7-21 97

Development of a consultation profile of interventions perceived as successful by human performance technology consultants. Mariela Tovar, France Gagnon and Richard Schmid. PIQ, Vol. 10, No. 3: 67-83 97

Editorial—A vision of integrity and the mission of performance improvement. Peter Dean. PIQ, Vol. 10, No. 4: 3-16 97

End user ability: Impact of job and individual differences. Barbara L. Marcolin, Malcolm C. Munro and Kevin G. Campbell. J EUC, Vol. 9, No. 3: 3-12 Summer 97

Everything you wanted to know about competency modeling. Richard J. Mirabile. T&D, Vol. 51, No. 8: 73-77 Aug 97

Final word: Progress via the "process." Lisa A. Burke. HRD Qtly, Vol. 8, No. 2: 151-154 Summer 97

Final word: Reply to Newstrom's and Tang's reactions. Elwood F. Holton, III, Reid A. Bates, Dian L. Seyler, and Manuel B. Carvalho. HRD Qtly, Vol. 8, No. 2: 145-149 Summer 97

Framing: A method to improve performance analyses. Timothy G. Hatcher and Sara Ward. PIQ, Vol. 10, No. 3: 84-103 97

Harnessing the power of intellectual capital. Laurie J. Bassi. T&D, Vol. 51, No. 12: 25-30 Dec 97

How to know what customers really want. William Fonvielle. T&D, Vol. 51, No. 9: 40-44 Sep 97

How to use a values audit. David Trickett. T&D, Vol. 51, No. 3: 34-38 Mar 97

Book review: Human resource champions by David Ulrich. Brad Alge. HRD Qtly, Vol. 8, No. 2: 186-190 Summer 97

Improving positive transfer: A test of relapse prevention training on transfer outcomes. Lisa A. Burke. *HRD Qtly*, Vol. 8, No. 2: 115-128 Summer 97

Information systems strategy formation embedded into a continuous organizational learning process. Timo Auer and Tapio Reponen. *IRM J*, Vol. 10, No. 2: 32-43 Spring 97

Invited reaction: Progress or relapse? John W. Newstrom. *HRD Qtly*, Vol. 8, No. 2: 129-136 Summer 97

Invited reaction: Theory, research, and practice. Thomas Li-Ping Tang. *HRD Qtly*, Vol. 8, No. 2: 137-143 Summer 97

Locus of control and incentive in self-managing teams. Bonnie E. Garson and Douglas J. Stanwyck. *HRD Qtly*, Vol. 8, No. 3: 247-258 Fall 97

Measuring the transfer of training. Brenda J. Cruz. *PIQ*, Vol. 10, No. 2: 83-97 97

Medical fellows tell stories of application: A grounded theory on the dynamics of transfer. Stephen Yelon, Christopher Reznich and Deborah Sleight. *PIQ*, Vol. 10, No. 2: 134-155 97

Mental models of quality. William A. Hubiak. *PIQ*, Vol. 10, No. 4: 31-50 97

Overview of transfer of training: From learning to performance. Mary L. Broad. *PIQ*, Vol. 10, No. 2: 7-21 97

Performance diagnosis matrix: A discussion of performance improvement scholarship. Wendy E. A. Ruona and Elaine Lyford-Nojima. *PIQ*, Vol. 10, No. 4: 87-118 97

Planning HRD interventions: What, why, and how. Sharon J. Korth. *PIQ*, Vol. 10, No. 2: 51-71 97

Predicting positive self-efficacy in group problem solving. Kay N. Wolf. *HRD Qtly*, Vol. 8, No. 2: 155-169 Summer 97

Ratee preferences concerning performance management and appraisal. Alain Gosselin, Jon M. Werner and Nicole Halle. *HRD Qtly*, Vol. 8, No. 4: 315-333 Winter 97

Research design decisions: An integrated quantitative and qualitative model for decision-making researchers (You too can be lord of the rings). Gary D. Geroy, Jacky Jankovich and Phillip C. Wright. *PIQ*, Vol. 10, No. 3: 22-36 97

Signs in the workplace: Semiotics and human performance technology. Marcy P. Driscoll, Nancy Gilbert and Khalifa Bakhouch. *PIQ*, Vol. 10, No. 4: 17-30 97

Single-site, results-level evaluation of quality awareness training. Brian Murray and Gary C. Raffaele. *HRD Qtly*, Vol. 8, No. 3: 229-245 Fall 97

Six ways to write faster. *J CR*, Vol. 58, No. 8: 38-39 June 97

Sustaining high performance in bad times. Laurie J. Bassi and Mark E. Van Buren. *T&D*, Vol. 51, No. 6: 31-41 June 97

Taking ownership for transfer: A management development case study. Timm J. Esque and Joel McCausland. *PIQ*, Vol. 10, No. 2: 116-133 97

Taming the performance bell curve. Karen R. Adler and Paul M. Swiercz. *T&D*, Vol. 51, No. 10: 33-38 Oct 97

That was a great class, but . . . Allison Rossett. *T&D*, Vol. 51, No. 7: 18-24 July 97

The effectiveness of task clarification, positive reinforcement and corrective feedback in changing courtesy among police staff. Carlene Wilson, Nadia Boni and Amanda Hogg. *J Org Beh Mgt*, Vol. 17, No. 1: 65-99 97

The effects of self-efficacy, motivation to transfer, and situational constraints on transfer intentions and transfer of training. Michael A. Machin and Gerard J. Fogarty. *PIQ*, Vol. 10, No. 2: 98-115 97

The influence of motivation to transfer, action planning, and manager support on the transfer process. Marguerite Foxon. *PIQ*, Vol. 10, No. 2: 42-63 97

The new spirit at work. Pamela Leigh. *T&D*, Vol. 51, No. 3: 26-33 Mar 97

The relationship between computer information system interface type and user performance. Gary Lindner, Jolene Scriven and Daniel Wunsch. *J CIS*, Vol. 37, No. 4: 62-67 Summer 97

The yellow pages to presentation skills training. Wendy Webb. *Present*, Vol. 11, No. 1: 35-36, 38, 40-41 Jan 97

Toward construct validation of a transfer climate instrument. Elwood F. Holton, III, Reid A. Bates, Dian L. Seyler, and Manuel B. Carvalho. *HRD Qtly*, Vol. 8, No. 2: 95-113 Summer 97

Transfer of training: An updated review and analysis. J. Kevin Ford and Daniel A. Weissbein. *PIQ*, Vol. 10, No. 2: 22-41 97

Use of case study method to increase near and far transfer of learning. Harold D. Stolovitch and Achi Yapi. *PIQ*, Vol. 10, No. 2: 64-82 97

Program Evaluation

Balancing your evaluation act. Karie A. Willyerd. *Training*, Vol. 34, No. 3: 52-54, 56, 58 Mar 97

Effects of an inductive versus a deductive instructional approach on the constructive feedback and problem-solving skills of supervisors. Margaret C. Lohman. *PIQ*, Vol. 10, No. 3: 37-55 97

Final word: A rejoinder. C. W. Von Bergen, Barlow Soper, Gary T. Rosenthal, and Lamar V. Wilkinson. *HRD Qtly*, Vol. 8, No. 4: 301-303 Winter 97

Invited reaction: Response to Parsons. Robert O. Brinkerhoff. *HRD Qtly*, Vol. 8, No. 1: 15-21 Spring 97

Invited reaction: Selected alternative training techniques in HRD. Karen E. Watkins. *HRD Qtly*, Vol. 8, No. 1: 295-299 Spring 97

Measuring the transfer of training. Brenda J. Cruz. *PIQ*, Vol. 10, No. 2: 83-97 97

Selected alternative training techniques in HRD. C. W. Von Bergen, Barlow Soper, Gary T. Rosenthal, and Lamar V. Wilkinson. *HRD Qtly*, Vol. 8, No. 4: 281-294 Winter 97

Single-site, results-level evaluation of quality awareness training. Brian Murray and Gary C. Raffaele. *HRD Qtly*, Vol. 8, No. 3: 229-245 Fall 97

That was a great class, but . . . Allison Rossett. *T&D*, Vol. 51, No. 7: 18-24 July 97

The relationship among leadership behaviors of leaders in training organizations, training methods, and organization profitability. Joseph D. Keith and Donn W. Gresso. *PIQ*, Vol. 10, No. 3: 56-66 97

Toward construct validation of a transfer climate instrument. Elwood F. Holton, III, Reid A. Bates, Dian L. Seyler, and Manuel B. Carvalho. *HRD Qtly*, Vol. 8, No. 2: 95-113 Summer 97

Values as a vital supplement to the use of financial analysis in HRD. Jennifer Gail Parsons. *HRD Qtly*, Vol. 8, No. 1: 5-13 Spring 97

Workplace Impact

Competence, efficiency, and organizational learning. John Barrie and R. Wayne Pace. *HRD Qtly*, Vol. 8, No. 4: 335-342 Winter 97

Final word: Progress via the "process." Lisa A. Burke. *HRD Qtly*, Vol. 8, No. 2: 151-154 Summer 97

Final word: Reply to Newstrom's and Tang's reactions. Elwood F. Holton, III, Reid A. Bates, Dian L. Seyler, and Manuel B. Carvalho. *HRD Qtly*, Vol. 8, No. 2: 145-149 Summer 97

Improving positive transfer: A test of relapse prevention training on transfer outcomes. Lisa A. Burke. *HRD Qtly*, Vol. 8, No. 2: 115-128 Summer 97

Invited reaction: Progress or relapse? John W. Newstrom. *HRD Qtly*, Vol. 8, No. 2: 129-136 Summer 97

Invited reaction: Theory, research, and practice. Thomas Li-Ping Tang. *HRD Qtly*, Vol. 8, No. 2: 137-143 Summer 97

The relationship among leadership behaviors of leaders in training organizations, training methods, and organization profitability. Joseph D. Keith and Donn W. Gresso. *PIQ*, Vol. 10, No. 3: 56-66 97

Author Entries

A

Abdel-Ghany, Mohamed and Deanna L. Sharpe

Consumption patterns among the young-old and old-old. *J Cons Aff*, Vol. 31, No. 1: 90-112 Summer 97

Abdul-Gader, Abdulla H.

Determinants of computer-mediated communication success among knowledge workers in Saudi Arabia. *J CIS*, Vol. 38, No. 1: 55-66 Fall 97

Abdul-Muhmin, Alhassan G. and Shahid N. Bhuian

Job satisfaction and organizational commitment among "guest-worker" salesforces: The case of Saudi Arabia. *J Global Mkt*, Vol. 10, No. 3: 27-44 97

Abekah, Joe and other authors

Students' perceptions towards accounting: The effects of the first university accounting course. *DPE J*, Vol. 38, No. 3: 167-179 Summer 96

Abernathy, Donna

A start-up guide to distance learning. *T&D*, Vol. 51, No. 12: 39-43, 45-47 Dec 97

Adams, Carl R. and In K. Chung

A study on the characteristics of group decision making behavior: Cultural difference perspective of Korea vs. U.S. *J Global IM*, Vol. 5, No. 3: 18-29 Summer 97

Adams, Cindy and other authors

Training business students to work in a office. *Bus Ed Forum*, Vol. 52, No. 1 Dec 97

Adams, Doris E.

Invited reaction: Reflections on Caputo and Cianni's research. *HRD Q*ly, Vol. 8, No. 3: 219-224 Fall 97

Adler, Karen R. and Paul M. Swiercz

Taming the performance bell curve. *T&D*, Vol. 51, No. 10: 33-38 Oct 97

Adrian, C. Mitchell and other authors

Meeting the needs of nonpublic and public accountants in a 4-year program. *JEB*, Vol. 72, No. 5: 267-272 May/June 97

Ahmed, Ahmed A. and Ahmed A.

Al-Motawa

Communication and related channel phenomena in international markets: The Saudi car-market. *J Global Mkt*, Vol. 10, No. 3: 67-82 97

Ahmed, Sadrudin A. and other authors

Country-of-origin effects in the U.S. and Canada: Implications for the marketing of products made in Mexico. *J Int Cons Mkt*, Vol. 10, No. 1/2: 73-92 97

Aiken, Milam and other authors

The use of two electronic idea generation techniques in strategy planning meetings. *J Bus Com*, Vol. 34, No. 4: 370-382 Oct 97

Aiyer, Jagu P. and Jayant Rajgopal

Commercial sales in cable television: An overview and a linear model. *Mid-Amer J Bus*, Vol. 12, No. 1: 27-33 Spring 97

Akhter, Syed H. and Fernando Robles

International catalog mix adaptation: An empirical study. *J Global Mkt*, Vol. 11, No. 2: 65-91 97

Al-Motawa, Ahmed A. and Ahmed A. Ahmed

Communication and related channel phenomena in international markets: The Saudi car-market. *J Global Mkt*, Vol. 10, No. 3: 67-82 97

Alder, G. Stoney and Phillip K. Tompkins

Electronic performance monitoring: An organizational justice and concertive control perspective. *Mgt Com Qtly*, Vol. 10, No. 3: 259-288 Feb 97

Alexander, Bryan and other authors

E-COMP: A few words about teaching writing with computers. *THE J*, Vol. 25, No. 2: 66-67 Sep 97

Alexander, Karen

Building a SOHO. *Off Sys*, Vol. 14, No. 12: 30-32, 52 Dec 97

**

Shredder buyers' guide. *Off Sys*, Vol. 14, No. 8: 48, 50, 54-55 Aug 97

**

—and Erin Rodewald

Spin city. *Off Sys*, Vol. 14, No. 11: 34-36, 38 Nov 97

Alexander, Melody W.

An assessment of student computer ergonomic knowledge. *OSR J*, Vol. 15, No. 2: 27-33 Fall 97

**

Use of presentation graphics software by administrative support personnel: Implications for business educators. *DPE J*, Vol. 38, No. 3: 139-154 Summer 96

**

—and Larry W. Arp

Teaching computer ergonomic techniques: Practices and perceptions of secondary and postsecondary business educators. *DPE J*, Vol. 39, No. 1: 39-55 Winter 97

**

—and other authors

Small business hiring practices for employing office staff. *OSR J*, Vol. 15, No. 2: 9-19 Fall 97

**

—and other authors

Teaching difficulties of business and marketing educators at the secondary level. *E Rev*, No. 24: 40-47 97

**

—and Sabrina F. Stone

Student perceptions of teamwork in the classroom: An analysis by gender. *Bus Ed Forum*, Vol. 51, No. 3: 7-10 Feb 97

Alge, Brad

Book review: Human resource champions by David Ulrich. *HRD Qtly*, Vol. 8, No. 2: 186-190 Summer 97

Alhabeeb, M. J.

Book review: The ethics of accounting and finance: trust, responsibility, and control by W. M. Hoffman, J. B. Kamm, R. E. Frederick, and E. S. Petrv, editors. *Fin C&P*, Vol. 8, No. 1: 73-75 97

Alkhazraji, Khalid Mohammed and other authors

The acculturation of immigrants to U.S. organizations: The case of Muslim employees. *Mgt Com Qtly*, Vol. 11, No. 2: 217-265 Nov 1997

Allee, Verna

12 principles of knowledge management. *T&D*, Vol. 51, No. 11: 71-74 Nov 97

Allen, Douglas P.

Evaluating hybrid systems. *Recs Mgt Qtly*, Vol. 31, No. 1: 10-13, 14, 74 Jan 97

Allen, Myria W. and Robert M. Brady

Total quality management, organizational commitment, perceived organizational support, and intraorganizational communication. *Mgt Com Qtly*, Vol. 10, No. 3: 316-341 Feb 97

Allen, William R. and John A. Ruhe

Preparing women for careers in international management. *JEB*, Vol. 72, No. 5: 278-282 May/June 97

Allerton, Haidee

Intranet news. *T&D*, Vol. 51, No. 2: 55-56 Feb 97

**

Professional development the Disney way. T&D, Vol. 51, No. 5: 50-56 May 97

**

Show-and-tell software. T&D, Vol. 51, No. 6: 20-23 June 97

Alstete, Jeffrey W.

The correlates of administrative decentralization. JEB, Vol. 73, No. 1: 21-28 Sep/Oct 97

Altschul, Charles and Laura Zarrow

The moving bullseye: Preparing students for a career in multimedia. THE J, Vol. 25, No. 3: 58-60 Oct 97

Alwitt, Linda F. and Thomas D. Donley

Retail stores in poor urban neighborhoods. J Cons Aff, Vol. 31, No. 1: 139-164 Summer 97

Anandarajan, Murugan and Bay Arinze

Preparing for ISO 9000 certification: An expert system approach. J CIS, Vol. 37, No. 3: 9-15 Spring 97

Anderson, Beverlee B.

A customer analysis course for the marketing curriculum. JME, 2-15 Summer 97

Anderson, Nancy

Characteristics of medical administrative office support in the Rend Lake College District #521. Southern Illinois University at Carbondale, Master's thesis, 97

Anderton-Lewis, Lillie and Thelma C. King

An assessment of global communication awareness achieved through teamwork. DPE J, Vol. 39, No. 1: 12-23 Winter 97

Andrews, Patricia Hayes and Richard T. Herschel

Ethical implications of technological advances on business communication. J Bus, Vol. 34, No. 2: 160-170 Apr 97

Ang, Yang Ang and other authors

Information systems skills: A comparison of perceptions between information systems professionals from Indonesian and Malaysian organizations. J CIS, Vol. 37, No. 3: 60-68 Spring 97

Anshel, Jeffrey

Computer vision syndrome: Causes and cures. Man Off Tech, Vol. 42, No. 7: 17-19 July 97

Anstead, Marcia Howell and other authors

Formative assessment as educational and administrative adhesive: Establishing an elementary school writing center. Clearings, Vol. 71, No. 2: 109-112 Nov/Dec 97

Apostolou, Nicholas and Barbara Apostolou

Heroes as a context for teaching ethics. JEB, Vol. 73, No. 2: 121-125 Nov/Dec 97

Apostolou, Barbara and Nicholas Apostolou

Heroes as a context for teaching ethics. JEB, Vol. 73, No. 2: 121-125 Nov/Dec 97

Arco, Lucius

Improving program outcome with process-based performance feedback. J Org Beh Mgt, Vol. 17, No. 1: 37-64 97

Argenti, Paul A.

Book review: Reputation: Realizing value from the corporate image by Charles J. Fombrun. Mgt Com Qlty, Vol. 11, No. 2: 310-313 Nov 1997

Arinze, Bay and Murugan Anandarajan

Preparing for ISO 9000 certification: An expert system approach. J CIS, Vol. 37, No. 3: 9-15 Spring 97

Arnold, Vanessa D. and Roberta H.

Krapels

Speaker credibility in persuasive work situations. *Bus Ed Forum*, Vol. 52, No. 2: 24-26 Dec 97

Arnold, Vivian and other authors

Establishing electronic keyboarding speed and accuracy timed-writing standards for postsecondary students. *Bus Ed Forum*, Vol. 51, No. 3: 33-38 Feb 97

**

—and other authors

Ethics instruction in the classroom of business educators. *DPE J*, Vol. 38, No. 4: 185-194 Fall 96

Arp, Larry W. and Melody W. Alexander

Teaching computer ergonomic techniques: Practices and perceptions of secondary and postsecondary business educators. *DPE J*, Vol. 39, No. 1: 39-55 Winter 97

Artz, John M.

A crash course in metaphysics for the database designer. *J DBM*, Vol. 8, No. 4: 25-30 Fall 97

Arunachalam, Vairam

Electronic date interchange: Issues in adoption and management. *IRM J*, Vol. 10, No. 2: 22-31 Spring 97

Atwong, Catherine T. and Paul S.

Hugstad

Internet technology and the future of marketing education. *JME*, 44-55 Fall 97

Auer, Timo and Mikko Ruohonen

Analysing the quality of IS use and management in the organizational context: Experiences from two cases. *IRM J*, Vol. 10, No. 3: 18-27 Summer 97

**

—and Tapio Reponen

Information systems strategy formation embedded into a continuous organizational learning process. *IRM J*, Vol. 10, No. 2: 32-43 Spring 97

Aurand, Timothy W.

The perceptions of the status of reengineering of marketing processes among American marketing professionals. Northern Illinois University, Doctoral dissertation, 96

Austin, Linda J. and Cheryl L. Willis

Future work. *NBEA Yrbk*, No. 35: 160-170 97

Avedon, Don M.

Electronic imaging management for beginners. *Off Sys*, Vol. 14, No. 4: 34, 36, 38, 40, 60 Apr 97

Avery, Patricia G. and other authors

"Mapping" learning at the secondary level. *Clearings*, Vol. 70, No. 5: 279-285 May/June 97

Ayadi, O. Felix and other authors

The enigma of the textbook valuation model: A note. *JEB*, Vol. 72, No. 4: 230-233 Mar/Apr 97

B

Bachner, John Philip

Eliminate those glaring errors. *Man Off Tech*, Vol. 42, No. 7: 15-16 July 97

Bae, Sung C. and James P. Sandager

What consumers look for in financial planners. *Fin C&P*, Vol. 8, No. 2: 9-16 97

Baer, Donald M. and other authors

The effects of work task manipulation and scheduling on patient load, revenue, eye-wear turnover, and utilization of staff and doctor time. *J Org Beh Mgt*, Vol. 17, No. 1: 3-35 97

Bailey, James R. and Edward W. Christensen

A source accessibility effect on media selection. *Mgt Com Qlty*, Vol. 10, No. 3: 373-387 Feb 97

**

—and other authors

A factor analytic study of teaching methods that influence retention among MBA alumni. *JEB*, Vol. 72, No. 5: 297-302 May/June 97

Bailey, William and Sheila Amin Gutierrez de Pineres

Country of origin attitudes in Mexico: The Malinchismo effect. *J Int Cons Mkt*, Vol. 9, No. 3: 25-41 97

Baines, Lawrence

The Shakespeare frolic project: Massaging Shakespeare through multimedia. *Clearings*, Vol. 70, No. 4: 194-198 Mar/Apr 97

Baker, Gary D. and William H. Baker

Multimedia file literacy for students. *Bus Com Qlty*, Vol. 60, No. 3: 113-116 Sep 97

Baker, Jacqueline and other authors

"Mapping" learning at the secondary level. *Clearings*, Vol. 70, No. 5: 279-285 May/June 97

Baker, William H. and Gary D. Baker

Multimedia file literacy for students. *Bus Com Qlty*, Vol. 60, No. 3: 113-116 Sep 97

Bakhouch, Khalifa and other authors

Signs in the workplace: Semiotics and human performance technology. *PIQ*, Vol. 10, No. 4: 17-30 97

Baron, Robert A. and Deanna Geddes

Workplace aggression as a consequence of negative performance feedback. *Mgt Com Qlty*, Vol. 10, No. 4: 433-454 May 97

Barr, Terri Feldman and Kevin M. McNeilly

Convincing the recruiter: A comparison of resume formats. *JEB*, Vol. 72, No. 6: 359-363 July/Aug 97

Barrett, Nigel J. and other authors

Countertrade and internationalisation—An Australian perspective. *J Global Mkt*, Vol. 10, No. 3: 5-25 97

Barrie, John and R. Wayne Pace

Competence, efficiency, and organizational learning. *HRD Qlty*, Vol. 8, No. 4: 335-342 Winter 97

Barron, Tom

Digital technologies to the rescue. *T&D*, Vol. 51, No. 1: 36-39 Jan 97

Barry, Thomas E. and Rex Thompson

Some intriguing relationships in business teaching evaluations. *JEB*, Vol. 72, No. 5: 303-312 May/June 97

Bartholome, Lloyd W.

Historical perspectives: Basis for change in business education. *NBEA Yrbk*, No. 35: 1-16 97

Barton, R. B. and other authors

Faculty externships: Closing the gap between business higher education and business practice. *KBEA J*, Vol. 20-25 Spring 97

Barton, Rufus B., Jr. and Gerry N. Muuka

Nonfinancial ratios in the undergraduate business policy course in U.S. business schools. *JEB*, Vol. 72, No. 4: 208-212 Mar/Apr 97

Barton, Shirley and Pamela Ramey

Emerging technology. *NBEA Yrbk*, No. 35: 79-92 97

Bashaw, R. Edward and other authors
Faculty perceptions of marketing journals.
JME, 37-52 Spring 97

Bassi, Laurie and other authors
Training industry trends 1997. T&D, Vol.
51, No. 11: 46-59 Nov 97

**

—**and Scott Cheney**
Benchmarking the best. T&D, Vol. 51, No.
11: 60-64 Nov 97

**

Harnessing the power of intellectual capital.
T&D, Vol. 51, No. 12: 25-30 Dec 97

**

—**and Mark E. Van Buren**
Sustaining high performance in bad times.
T&D, Vol. 51, No. 6: 31-41 June 97

Bates, Reid A. and other authors
Final word: Reply to Newstrom's and
Tang's reactions. HRD Qtly, Vol. 8, No. 2:
145-149 Summer 97

**

—**and other authors**
Toward construct validation of a transfer
climate instrument. HRD Qtly, Vol. 8, No.
2: 95-113 Summer 97

Batra, Dinesh
The effect of user view characteristics on
database design performance of novices. J
DBM, Vol. 8, No. 3: 27-36 Summer 97

Batra, Madan M. and other authors
Effective pedagogy for student-team pro-
jects. JME, 26-42 Summer 97

Batt, William and Gerard Rescigno
Understanding object oriented analysis by
the structured analyst. J CIS, Vol. 37, No. 3:
41-46 Spring 97

Bauman, Ben E. and other authors
Who's watching us now: Monitoring
employee's work. J CIS, Vol. 37, No. 2: 41-
43 Winter 97

Baumann, Stephen H. and Karen Elinich
The science learning network: Partnerships,
technology & teacher change. THE J, Vol.
25, No. 1: 48-51 Aug 97

Bayless, Marsha L. and other authors
Surfing in the classroom: Using communi-
cation technologies in education for busi-
ness. J Bus Train Ed, Vol. 6 65-76 97

Beamer, Linda and David Liu
Multimedia as a teaching tool in business
communication course delivery. Bus Com
Qtly, Vol. 60, No. 2: 51-66 June 97

**

—**and other authors**
The audience for research. Bus Com Qtly,
Vol. 60, No. 3: 124-145 Sep 97

Bearson, Joseph M. and other authors
Partnering for success. Bus Ed Forum, Vol.
52, No. 1: 28-29 Oct 97

Beaudet, Marty
Seven ways to build an illustration. Publish,
Vol. 12, No. 9: 44-45, 47, 49, 51-52, 54, 56,
58 Sep 97

**

The truth shall set you back. Publish, Vol.
12, No. 3: 72-77 Mar 97

Becker, Shirley
A practical perspective on data quality
issues. J DBM, Vol. 9, No. 1: 35-37 Winter
97

Behan, Michael K.
Accounting I: Revised curriculum for Gale-
Ettrick-Trempealeau High School. Univer-
sity of Minnesota, Master's thesis, 96

Behling, Robert and Jeanne Wing-Yin Wong
Using conventional financial methods to
perform cost-benefit analysis (CBA) on
proposed information system (IS) projects:
An Australian study. J CIS, Vol. 37, No. 4:
30-36 Summer 97

Bell, Carolyn and other authors

The early weeks of a second language: The "toy box" approach. Clearinghs, Vol. 70, No. 4: 183-185 Mar/Apr 97

Bell, Chip R.

The bluebirds' secret: Mentoring with bravery and balance. T&D, Vol. 51, No. 2: 30-33 Feb 97

Belth, Joseph M.

Book review: Black business in the black metropolis: The Chicago Metropolitan Assurance Company by Robert E. Weems, Jr. J Cons Aff, Vol. 31, No. 2: 409-411 Winter 97

Benander, Alan C. and Barbara A.

Benander

C or PASCAL as an introductory CIS programming language? An empirical study of student experience and performance. J CIS, Vol. 37, No. 3: 85-90 Spring 97

Benander, Barbara A. and Alan C. Benander

C or PASCAL as an introductory CIS programming language? An empirical study of student experience and performance. J CIS, Vol. 37, No. 3: 85-90 Spring 97

Bennett, Hugh

CD-recordable emerges. Present, Vol. 11, No. 2: 44-49 Feb 97

Benoit, William L. and Anne Czerwinski

A critical analysis of USAir's image repair discourse. Bus Com Qtly, Vol. 60, No. 3: 38-57 Sep 97

Bensimon, Helen Frank

What to do about anger in the workplace. T&D, Vol. 51, No. 9: 28-32 Sep 97

Benson, Jim

Well-stocked sites. Publish, Vol. 12, No. 7: 56-63 July 97

Benson, Woody

Approaching 2000: Making "remote access" less remote. Man Off Tech, Vol. 42, No. 12: 28-29 Dec 97

Benzing, Cynthia and Paul Christ

A survey of teaching methods among economics faculty. J Econ Ed, Vol. 28, No. 2: 182-188 Spring 97

Berger, Peggy S.

Book review: Accounting for tastes by Gary S. Becker. J Cons Aff, Vol. 31, No. 2: 380-383 Winter 97

Berger, Ralph

Waiting for Xpress. Publish, Vol. 12, No. 10: 52-56, 58 Oct 97

Bergeron, Francois and Louis Raymond

Global distribution systems: A field study of their use and advantages in travel agencies. J Global IM, Vol. 5, No. 4: 23-32 Fall 97

Berghaus, Nona and James Wenger

The status of educational technology in colleges/schools of business in the Midwest. J CIS, Vol. 37, No. 4: 56-61 Summer 97

Bergland, Bob

Incorporating performance reviews into the business writing classroom. Bus Com Qtly, Vol. 60, No. 4: 52-62 Dec 97

**

The car recall notice. Bus Com Qtly, Vol. 60, No. 3: 89-92 Sep 97

Bergmann, Thomas J. and other authors

Use and impact of informal third-party discussions in interpersonal conflicts at work. Mgt Com Qtly, Vol. 11, No. 2: 185-216 Nov 1997

Berman, Marshall and Kevin W. Boyack

Prosperity game to teach global competitiveness to university students. J Teach Int Bus, Vol. 8, No. 4: 5-19 97

Bernardi, Ray D.

Teaching basic business today. *Bus Ed Forum*, Vol. 51, No. 3: 23-25 Feb 97

Berry, Judith

Integrated secondary certified Novell administrator program. *MBEA Today*, Vol. 62, No. 1: 8-9 Apr 97

Berry, Ruth E. and Sue L. T. McGregor

Mandatory financial counseling for bankrupts in Canada. *Fin C&P*, Vol. 8, No. 1: 9-17 97

Berumen, Olivia Aguire and other authors

Salesperson's accent and gender, and consumer purchase intentions: Implications for Latino salespersons in Mexico and the United States. *J Int Cons Mkt*, Vol. 9, No. 3: 7-23 97

Betancourt-Smith, Maria and other authors

Beginning teachers: Are they still leaving the profession? *Clearings*, Vol. 70, No. 4: 211-214 Mar/Apr 97

Beutler, Ivan F. and Floyd W. Yorgason

The home as a wealth preserving and accumulating asset: A general formulation and balance sheet application. *Fin C&P*, Vol. 8, No. 1: 65-71 97

Bewsey, Jeff and other authors

Bullets, boxes, and borders. *NABTE Rev*, No. 24: 8-19 97

Bhuian, Shahid N. and Alhassan G. Abdul-Muhmin

Job satisfaction and organizational commitment among "guest-worker" salesforces: The case of Saudi Arabia. *J Global Mkt*, Vol. 10, No. 3: 27-44 97

Bialik, Donna M. and John P. Manzer

Team and group learning strategies for business and economics classes. *Bus Ed Forum*, Vol. 51, No. 4: 32-34 Apr 97

Bicanich, Eleanor and other authors

Internet-based testing: A vision or reality? *THE J*, Vol. 25, No. 2: 61-64 Sep 97

Bichy, Cassie Lee

NCRA's first interactive distance seminar. *J CR*, Vol. 59, No. 1: 60-61 Nov 97

Binbasioglu, Meral and other authors

An action-resource language for negotiation support. *J CIS*, Vol. 37, No. 4: 89-96 Summer 97

Black, Sharon and other authors

Formative assessment as educational and administrative adhesive: Establishing an elementary school writing center. *Clearings*, Vol. 71, No. 2: 109-112 Nov/Dec 97

Blake, Kent A.

Buying office equipment: How the insiders do it. *Man Off Tech*, Vol. 42, No. 11: 16-19 Nov 97

Blaszczynski, Carol and Marguerite Shane Joyce

Keyboarding instruction at NABTE Institutions: Are we teaching techniques to reduce CRT incidence? *DPE J*, Vol. 38, No. 4: 195-208 Fall 96

Bloch, Brian

Regional studies for international business: A German perspective. *J Teach Int Bus*, Vol. 8, No. 3: 45-65 97

Blumfield, Michael

Learning to share. *Training*, Vol. 34, No. 4: 38-40, 42 Apr 97

Bock, Douglas B.

Entity-relationship modeling and normalization errors. *J DBM*, Vol. 8, No. 1: 4-12 Winter 97

Bodenhorn, Howard

Teachers, and scholars too: Economic scholarship at elite liberal arts colleges. *J Econ Ed*, Vol. 28, No. 4: 323-336 Fall 97

Bohannon, William

Buyers guide to LCD and DLP projectors. *Present*, Vol. 11, No. 1: 53-57 Jan 97

**

CRT and light valve projectors: Where resolution and brightness converge. *Present*, Vol. 11, No. 4: 47-55 Apr 97

Bohlen, George A. and Thomas W. Ferratt

End user training: An experimental comparison of lecture versus computer-based training. *J EUC*, Vol. 9, No. 3: 14-27 Summer 97

Bolloju, Narasimha and Kranti Toraskar

Data clustering for effective mapping of object models to relational models. *J DBM*, Vol. 8, No. 4: 16-23 Fall 97

Bolton-Oetzel, Keri and John G. Oetzel

Exploring the relationship between self-construal and dimensions of group effectiveness. *Mgt Com Qtly*, Vol. 10, No. 3: 289-315 Feb 97

Boni, Nadia and other authors

The effectiveness of task clarification, positive reinforcement and corrective feedback in changing courtesy among police staff. *J Org Beh Mgt*, Vol. 17, No. 1: 65-99 97

Bonwell, Charles C.

Using active learning as assessment in the postsecondary classroom. *Clearings*, Vol. 71, No. 2: 73-76 Nov/Dec 97

Bordia, Prashant

Face-to-face versus computer-mediated communication: A synthesis of the experimental literature. *J Bus Com*, Vol. 34, No. 1: 99-120 Jan 97

Bork, Alfred

The future of computers and learning. *THE J*, Vol. 24, No. 11: 69-77 June 97

Botan, Carl

Ethics in strategic communication campaigns: The case for a new approach to public relations. *J Bus Com*, Vol. 34, No. 2: 188-202 Apr 97

Botwinik, Ruth

Tips for working with the at-risk secondary student. *Clearings*, Vol. 70, No. 3: 141-142 Jan/Feb 97

Bowman, Joel P. and other authors

The audience for research. *Bus Com Qtly*, Vol. 60, No. 3: 124-145 Sep 97

Boyack, Kevin W. and Marshall Berman

Prosperity game to teach global competitiveness to university students. *J Teach Int Bus*, Vol. 8, No. 4: 5-19 97

Boyd, Charles

A hypermedia strategic management case—design, use, and student reaction. *JEB*, Vol. 72, No. 6: 375-379 July/Aug 97

Boyd, Fraser J.

The customer may be always right—but who is the customer? *Recs Mgt Qtly*, Vol. 31, No. 2: 38-39, 42-44 Apr 97

Boyle, Mike A.

Social barriers to successful reentry into mainstream organizational culture: Perceptions of people with disabilities. *HRD Qtly*, Vol. 8, No. 3: 259-268 Fall 97

Bozman, Carl S. and other authors

Incorporating research design and estimation tools in the finance curriculum. JEB, Vol. 72, No. 3: 181-184 Jan/Feb 97

Brache, Alan P. and Geary A. Rummler

Managing an organization as a system. Training, Vol. 34, No. 2: 68-74 Feb 97

Bracken, Robert M. and Frank R.**Urbancic**

The internationalization of introductory accounting textbooks. JEB, Vol. 72, No. 6: 354-358 July/Aug 97

Bradford, Bruce M. and Milo W.**Peck, Jr.**

Achieving AECC outcomes through the seven principles for good practice in undergraduate education. JEB, Vol. 72, No. 6: 364-368 July/Aug 97

Bradley, Fred and other authors

Philosophy of teaching: Developing a statement that thrives in the classroom. Clearings, Vol. 70, No. 3: 125-128 Jan/Feb 97

Brady, Frances

At-risk students: An identification of relationships with work ethic, career preference, gender and Hispanic origin. Northern Illinois University, Doctoral dissertation, 96

Brady, Kathleen

In search of meaning not money. Techniques, Vol. 72, No. 4: 34-36 Apr 97

**

Starring in voc ed. Techniques, Vol. 72, No. 6: 28-30 Sep 97

Brady, Robert M. and Myria W. Allen

Total quality management, organizational commitment, perceived organizational support, and intraorganizational communication. Mgt Com Qtly, Vol. 10, No. 3: 316-341 Feb 97

Brefka, Diane S. and Kevin L.**Hutchinson**

Personnel administrators' preferences for resume content: Ten years after. Bus Com Qtly, Vol. 60, No. 2: 67-75 June 97

Brentano, Judith H.

Entering other zones with your business. J CR, Vol. 58, No. 7: 40-42 May 97

Brentano, Judy

Let the realtime games begin. J CR, Vol. 58, No. 4: 38-40 Feb 97

Brewer, Peter C.

International cultural diversity and the design of management accounting systems. Mid-Amer J Bus, Vol. 12, No. 1: 69-77 Spring 97

Brinkerhoff, Robert O.

Invited reaction: Response to Parsons. HRD Qtly, Vol. 8, No. 1: 15-21 Spring 97

Bristol, Terry and other authors

Socialization, gender, and adolescent's self-reports of their generalized use of product labels. J Cons Aff, Vol. 31, No. 2: 255-279 Winter 97

Brittain, David

What you need to know: New discounts cut the toll for driving the information superhighway. THE J, Vol. 25, No. 2: 52-54 Sep 97

Broad, Mary L.

Overview of transfer of training: From learning to performance. PIQ, Vol. 10, No. 2: 7-21 97

Broome, J. Tol, Jr.

Borrowed time. Off Sys, Vol. 14, No. 12: 14, 16, 29 Dec 97

Brouthers, Lance Eliot and Timothy J. Wilkinson

A possible explanation for rising Japanese-world trade tensions. *J Global Mkt*, Vol. 10, No. 3: 83-89 97

Brown, Al

Use storyboards as visual guide for powerful presentations. *Present*, Vol. 11, No. 8: 33-34, 36 Aug 97

Brown, Betty J.

Global economy. *NBEA Yrbk*, No. 35: 136-147 97

Brown, Herbert F., III

Students' performance on a paper-mediated versus multimedia tutorial for learning networking computer concepts. Virginia Polytechnic Institute and State University, Doctoral dissertation, 96

Brown, Paula E. and Jean Mausehund

Integrating managerial ethics into the business communication curriculum. *Bus Com Qtly*, Vol. 60, No. 1: 77-91 Mar 97

Brown, William D.

It's a matter of ethics: Teacher and student—one and the same. *J CR*, Vol. 58, No. 5: 48 Mar 97

Bruening, John C.

Standing at the ready: Charting an ergonomics compliance course. *Man Off Tech*, Vol. 42, No. 11: 20-23 Nov 97

Bruneau-Balderrama, Odette

Inclusion: Making it work for teachers, too. *Clearinghs*, Vol. 70, No. 6: 328-330 July/Aug 97

Brunner, Alex

Software selection. *Off Sys*, Vol. 14, No. 4: 46, 48 Apr 97

Bryan, Sandra L. and Marsha M. Sprague

The effect of overseas internships on early teaching experiences. *Clearinghs*, Vol. 70, No. 4: 199-201 Mar/Apr 97

Bryant, W. Keith

Book review: Consumer expenditures: New measures and old motives by Stanley Lebergott. *J Cons Aff*, Vol. 31, No. 1: 175-178 Summer 97

Bryant, William D. A.

Conditions for the existence of market equilibrium. *J Econ Ed*, Vol. 28, No. 3: 230-254 Summer 97

Bryce, Wendy J. and other authors

Commitment approach to motivating community recycling: New Zealand curbside trial. *J Cons Aff*, Vol. 31, No. 1: 27-52 Summer 97

Buchanan, Elizabeth Anne

The social microcosm of the classroom. *THE J*, Vol. 24, No. 10: 72-73 May 97

Buckles, Stephen

Book review: Assessing educational practices: The contribution of economics by William E. Becker and William J. Baumol. *J Econ Ed*, Vol. 28, No. 3: 283-285 Summer 97

Bucklin, Donald

Worried that white collar crime is afoot? *Man Off Tech*, Vol. 42, No. 6: 24 June 97

Budai, Greta and Anna R. Steinberg

Virtual trade mission: A global business education experience. *Bus Ed Forum*, Vol. 52, No. 2: 27-29 Dec 97

Bui, Tung and other authors

An action-resource language for negotiation support. *J CIS*, Vol. 37, No. 4: 89-96 Summer 97

Bullis, Connie

Business communication and the natural environment: Using traditional and contemporary perspectives to understand the connections. *J Bus Com*, Vol. 34, No. 4: 455-477 Oct 97

Bunn, Phyllis C.

Incorporating industry-based skill standards into high school secretarial and administrative/information services programs: Teacher professional development activities. *J Bus Train Ed*, Vol. 5, No. 1: 76-86 96

**

National industry-based skill standards technical committees: Perceptions of adoption of standards in vocational education programs. Virginia Polytechnic Institute and State University, Doctoral dissertation, 96

Burgar, Paul and John Frankenberger

Closing the loop on instructional improvements. *JEB*, Vol. 72, No. 6: 336-342 July/Aug 97

Burgstahler, Sheryl

Teaching on the Net: What's the difference? *THE J*, Vol. 24, No. 9: 61-64 Apr 97

Burke, Karen

Responding to participants' learning styles during staff development. *Clearings*, Vol. 70, No. 6: 299-301 July/Aug 97

Burke, Lisa A.

Final word: Progress via the "process." *HRD Qtly*, Vol. 8, No. 2: 151-154 Summer 97

**

Improving positive transfer: A test of relapse prevention training on transfer outcomes. *HRD Qtly*, Vol. 8, No. 2: 115-128 Summer 97

Burn, Janice M. and Louis C. K. Ma

Innovation in IT education—practising what we preach. *IRM J*, Vol. 10, No. 4: 16-25 Fall 97

Burnett, Nancy J.

Gender economics courses in liberal arts colleges. *J Econ Ed*, Vol. 28, No. 4: 369-376 Fall 97

Burns, Diane

Serving many masters. *Publish*, Vol. 12, No. 3: 87-89 Mar 97

**

Workshop: Page layout. *Publish*, Vol. 12, No. 6: 89-90, 92 June 97

Burtzos, Theodore F.

Reopening the courthouse door. *J CR*, Vol. 58, No. 9: 36-38 July 97

Bury, Scott

Imposing order. *Publish*, Vol. 12, No. 11: 82-86 Nov 97

**

Photo opportunities. *Publish*, Vol. 12, No. 3: 54-58, 60 Mar 97

Butler, Roosevelt D.

Using gender balance to enhance teaching effectiveness. *Bus Com Qtly*, Vol. 60, No. 3: 93-96 Sep 97

Buzzard, Janet and Ruthann Dirks

What CEOs expect of employees hired for international work. *Bus Ed Forum*, Vol. 51, No. 4: 3-7 Apr 97

Byrne, Ros

Written feedback on student assignments: Another look. *Bus Com Qtly*, Vol. 60, No. 2: 100-108 June 97

Byxbee, William E. and Cindy C.**Emmans**

Technology assessment and training for a Brazilian school. *THE J*, Vol. 24, No. 6: 55-57 Jan 97

C

Calcote, Roger and other authors

The role of financial counselors in long-term health care planning. *Fin C&P*, Vol. 8, No. 1: 19-24 97

Campbell, Kevin G. and other authors

End user ability: Impact of job and individual differences. *J EUC*, Vol. 9, No. 3: 3-12 Summer 97

Cannata, Frank G.

Office equipment: The 21st century. *Man Off Tech*, Vol. 42, No. 12: 30-31 Dec 97

Canterucci, Jim

Intranet security. *T&D*, Vol. 51, No. 2: 47 Feb 97

Canzer, Brahm

Marketing education on the Internet: A World Wide Web based introductory marketing course design for the Virtual-U Project in distance education at Simon Fraser University. *JME*, 56-65 Fall 97

Caputo, Richard K. and Arthur Dolinsky

Psychological and demographic characteristics as determinants of women's health insurance coverage. *J Cons Aff*, Vol. 31, No. 2: 218-237 Winter 97

Caputo, Richard K. and Mary Cianni

Final word: Response to Adams. *HRD Qtly*, Vol. 8, No. 3: 225-227 Fall 97

**

—and Mary Cianni

The job training experiences of black and white women, 1970-1991. *HRD Qtly*, Vol. 8, No. 3: 197-218 Fall 97

Carey, Robert

25 top hotels and conference centers for high-tech presentations. *Present*, Vol. 11, No. 7: 34-36, 38, 40, 42 July 97

Carley, Mark S.

How to survive a corporate takeover. *T&D*, Vol. 51, No. 11: 81-82 Nov 97

Carlin, Marianne B. and other authors

Improving high school students' performance via discovery learning, collaboration and technology. *THE J*, Vol. 24, No. 10: 62-65 May 97

Carlson, Gary

The realtime way of life. *J CR*, Vol. 58, No. 5: 42-43 Mar 97

Carr, Deborah A.

Collegial leaders: Teachers who want more than just a job. *Clearings*, Vol. 70, No. 5: 240-242 May/June 97

Carroll, Ruth

Documentation of electronic sources. *Bus Ed Forum*, Vol. 51, No. 4: 7-10 Apr 97

Carroll, Shannon and Richard Riedl

Impact North Carolina: 21st century education, update on progress and activity. *THE J*, Vol. 25, No. 5: 47-50 Dec 97

Carvalho, Manuel B. and other authors

Final word: Reply to Newstrom's and Tang's reactions. *HRD Qtly*, Vol. 8, No. 2: 145-149 Summer 97

**

—and other authors

Toward construct validation of a transfer climate instrument. *HRD Qtly*, Vol. 8, No. 2: 95-113 Summer 97

Casterline, Therese

It's a matter of ethics: Whose transcript is it, anyway? *J CR*, Vol. 58, No. 7: 49 May 97

Catanach, Anthony H., Jr. and other authors

The frequency and seriousness of communication barriers in the auditor-client relationship. *Bus Com Qtly*, Vol. 60, No. 3: 23-37 Sep 97

Catuogno, Nancy L.

Paint outside the lines. *J CR*, Vol. 58, No. 6: 43-44 Apr 97

Caudron, Shari

Can generation Xers be trained? *T&D*, Vol. 51, No. 3: 20-24 Mar 97

**

The human side of a technology launch.

T&D, Vol. 51, No. 2: 20-24 Feb 97

**

The search for meaning at work. *T&D*, Vol. 51, No. 9: 24-27 Sep 97

Cavanaugh, Randall J.

A historical perspective of vocational education on the Fort Totten Indian Reservation from 1891-1995. University of North Dakota, Master's thesis, 96

Cavero, Sandra and Javier Cebollada

Brand choice and marketing strategy: An application to the market of laundry detergent for delicate clothes in Spain. *J Int Cons Mkt*, Vol. 10, No. 1/2: 57-71 97

Cebollada, Javier and Sandra Cavero

Brand choice and marketing strategy: An application to the market of laundry detergent for delicate clothes in Spain. *J Int Cons Mkt*, Vol. 10, No. 1/2: 57-71 97

Cesaria, Ruggero and other authors

Organizational communication and culture: A study of 10 Italian high-technology companies. *J Bus Com*, Vol. 34, No. 3: 253-268 July 97

Cha, Guang-Ho and Chin-Wan Chung

An efficient data structure for organizing multidimensional data. *J DBM*, Vol. 8, No. 4: 3-14 Fall 97

Chalupa, Marilyn R.

The status of presentation software usage in the workplace. *OSR J*, Vol. 15, No. 1: 33-41 Spring 97

**

—and Carolee Sormunen

The status of presentation software and graphic design training. *DPE J*, Vol. 38, No. 4: 222-236 Fall 96

Chan, Tat W.

A framework for software debugging. *J CIS*, Vol. 38, No. 1: 67-73 Fall 97

Chaney, Lillian H. and other authors

Managers' perceptions of ethical behavior related to selected computer activities. *OSR J*, Vol. 15, No. 2: 1-8 Fall 97

Chang, Y. Regina and other authors

Emergency fund levels: Is household behavior rational? *Fin C&P*, Vol. 8, No. 1: 47-65 97

**

—and Sandra J. Huston

Adequate emergency fund holdings and household type. *Fin C&P*, Vol. 8, No. 1: 37-46 97

Chao, Chiang-nan and other authors

Information systems in Chinese state-owned enterprises: An evolving strategic perspective. *J Global IM*, Vol. 5, No. 4: 10-21 Fall 97

Chavkin, Laura

Readability and reading ease revisited: State-adopted science textbooks. *Clearings*, Vol. 70, No. 3: 151-154 Jan/Feb 97

Chen, Kuang Jung

Consumer tolerance zone: Implications on Philippine airlines domestic service delivery. *J Global Mkt*, Vol. 11, No. 2: 93-105 97

**

The effect of satisfaction and familiarity on intention: Multiple-destination context. *J Int Cons Mkt*, Vol. 10, No. 1/2: 159-173 97

Chen, Ling and other authors

Approaches to managerial influence in the People's Republic of China. *J Bus Com*, Vol. 34, No. 3: 289-315 July 97

**

—and other authors

Managerial emotionality in Chinese factories. *Mgt Com Qtly*, Vol. 11, No. 1: 6-50 Aug 97

Chen, Peng and Sherman Hanna

Subjective and objective risk tolerance: Implications for optimal portfolios. *Fin C&P*, Vol. 8, No. 2: 17-26 97

Chen, Yu and other authors

Information systems in Chinese state-owned enterprises: An evolving strategic perspective. *J Global IM*, Vol. 5, No. 4: 10-21 Fall 97

Cheney, Scott and Laurie Bassi

Benchmarking the best. *T&D*, Vol. 51, No. 11: 60-64 Nov 97

**

—and Lisa Lucadamo

Learning from the best. *T&D*, Vol. 51, No. 7: 25-28 July 97

**

—and other authors

Training industry trends 1997. *T&D*, Vol. 51, No. 11: 46-59 Nov 97

Cheng, Chun Hung and other authors

Clustering cases for case-based reasoning systems. *J CIS*, Vol. 38, No. 1: 30-37 Fall 97

Childers, Pamela B. and Michael Lowry

Engaging students through formative assessment in science. *Clearings*, Vol. 71, No. 2: 97-102 Nov/Dec 97

**

—and other authors

Peer tutors and students work with formative assessment. *Clearings*, Vol. 71, No. 2: 103-105 Nov/Dec 97

Ching, Russell K. H. and other authors

Predictive change to perceived information system use. *J CIS*, Vol. 37, No. 2: 96-100 Winter 97

Chiodo, Beverly A. and Barbara Hatcher

A framed letter. *Bus Ed Forum*, Vol. 51, No. 3: 28-29, 31 Feb 97

Choi, Yeong C.

An empirical analysis of accounting education and practice: A comparison of Korea, Japan and the United States. *J Teach Int Bus*, Vol. 8, No. 3: 67-85 97

Chou, David C. and other authors

A synergic process for outsourcing and reengineering. *J CIS*, Vol. 37, No. 3: 29-36 Spring 97

Chowdhury, Jhinuk and other authors

An advertising test of the work ethic in the U.K. and the U.S. *J Int Cons Mkt*, Vol. 9, No. 3: 57-77 97

Christ, Paul and Cynthia Benzing

A survey of teaching methods among economics faculty. *J Econ Ed*, Vol. 28, No. 2: 182-188 Spring 97

Christensen, Caryn and other authors

Teaching students about research: Classroom poster sessions. *Clearings*, Vol. 70, No. 4: 202-204 Mar/Apr 97

Christensen, Edward W. and James R. Bailey

A source accessibility effect on media selection. *Mgt Com Qtly*, Vol. 10, No. 3: 373-387 Feb 97

Christian, Jeffrey E.

HR managers, prepare for the year 2000. *Man Off Tech*, Vol. 42, No. 12: 21 Dec 97

Christie, Nancy

Battle of the bulging files. *Off Sys*, Vol. 14, No. 8: 32-35 Aug 97

**

Safe bets. *Off Sys*, Vol. 14, No. 12: 56-58
Dec 97

Chung, Chin-Wan and Guang-Ho Cha
An efficient data structure for organizing
multidimensional data. *J DBM*, Vol. 8, No.
4: 3-14 Fall 97

Chung, In K. and Carl R. Adams
A study on the characteristics of group deci-
sion making behavior: Cultural difference
perspective of Korea vs. U.S. *J Global IM*,
Vol. 5, No. 3: 18-29 Summer 97

Churchwell, Gordon and other authors
Hometown discovery: Learning locally,
thinking globally. *THE J*, Vol. 25, No. 1:
43-46 Aug 97

Ciaccio, Leonard and other authors
Improving high school students' perfor-
mance via discovery learning, collaboration
and technology. *THE J*, Vol. 24, No. 10:
62-65 May 97

Cianni, Mary and Richard K. Caputo
Final word: Response to Adams. *HRD Qtly*,
Vol. 8, No. 3: 225-227 Fall 97

**

The job training experiences of black and
white women, 1970-1991. *HRD Qtly*, Vol.
8, No. 3: 197-218 Fall 97

Cicic, Muris and other authors
A temporal sequence model of satisfaction
and export intentions of service firms. *J*
Global Mkt, Vol. 10, No. 4: 23-43 97

Clapp-Itnyre, Alisa
Book review: Effective business communi-
cations by Herta A. Murphy, Herbert W.
Hildebrandt, and Jane P. Thomas. *Bus Com*
Qtly, Vol. 60, No. 3: 146-148 Sep 97

Clardy, Alan

Book review: Jumping the curve: Innova-
tion and strategic choice in an age of transi-
tion by Nicholas Imparato and Oren Harari.
HRD Qtly, Vol. 8, No. 4: 343-346 Winter
97

Clark, Joy L. and Charles E. Hegji
Integrating computer spreadsheet modeling
into a microeconomics curriculum: Princi-
ples to managerial. *JEB*, Vol. 72, No. 4:
234-244 Mar/Apr 97

Clark, Thomas
Multimedia resources. *Bus Com Qtly*, Vol.
60, No. 3: 108-110 Sep 97

**

Teaching students how to write to avoid
legal liability. *Bus Com Qtly*, Vol. 60, No.
3: 71-77 Sep 97

Clark, William and David A. Huettner
Comparative research productivity mea-
sures for economics departments. *J Econ*
Ed, Vol. 28, No. 3: 272-278 Summer 97

Claunch, David
Tricks of the trade. *Publish*, Vol. 12, No. 5:
62-63, 65-66, 68, 70 May 97

Clayton, Michael C.
Book review: Understanding variation: The
key to managing chaos by D. L. Wheeler. *J*
Org Beh Mgt, Vol. 17, No. 2: 109-111 97

**

—**and other authors**
Improving the management of overtime
costs through decentralized controls: Man-
aging an organizational metacontingency. *J*
Org Beh Mgt, Vol. 17, No. 2: 77-98 97

Clizbe, Ellen and Jeanne Holmes
Facing the 21st century. *Bus Ed Forum*,
Vol. 52, No. 1: 33-35 Oct 97

Clow, John E.
Entrepreneurship education. *NBEA Yrbk*,
No. 35: 148-159 97

Cluskey, G. R., Jr. and other authors

Accounting grade inflation. JEB, Vol. 72, No. 5: 273-277 May/June 97

Coalter, Terry M. and other authors

Simulation games in business policy courses: Is there value for students? JEB, Vol. 72, No. 3: 170-174 Jan/Feb 97

Coffey, Lynn D.

A study of teachers' and students' perceptions of block scheduling. Southwest Missouri State University, Master's thesis, 96

Cohen, Eli and Noel Tichy

How leaders develop leaders. T&D, Vol. 51, No. 5: 58-63, 65-67, 69-73 May 97

Cohen, Sacha

A guide to multimedia in the next millennium. T&D, Vol. 51, No. 8: 33, 35-36, 38, 40, 43-44 Aug 97

**

De-stress for success. T&D, Vol. 51, No. 11: 76-80 Nov 97

**

Intranet gear. T&D, Vol. 51, No. 2: 57-58 Feb 97

**

Intranets uncovered. T&D, Vol. 51, No. 2: 48-50 Feb 97

**

On becoming virtual. T&D, Vol. 51, No. 5: 30-37 May 97

Cohen, Steve and Joan Jurkovic

Learning from a masterpiece. T&D, Vol. 51, No. 11: 66-70 Nov 97

Colavita, Jay and other authors

Internet: An introduction to protocols and sites. J CIS, Vol. 37, No. 2: 62-69 Winter 97

Coleman, Frances M.

Software simulation enhances science experiments. THE J, Vol. 25, No. 2: 56-58 Sep 97

Comstock, Jamie and Gary Higgins

Appropriate relational messages in direct selling interaction: Should salespeople adapt to buyers' communicator style? J Bus Com, Vol. 34, No. 4: 401-418 Oct 97

Condon, Gregg and Jack Hoggatt

New directions for an old department. JEB, Vol. 72, No. 6: 331-335 July/Aug 97

Conerly, Donna and other authors

A model for trainer certification. NABTE Rev, No. 24: 53-57 97

Conlon, Michael

MOOville: The writing project's own "private Idaho." THE J, Vol. 24, No. 8: 66-68 Mar 97

Connor, Ulla M. and other authors

An international course in international business writing: Belgium, Finland, the United States. Bus Com Qtrly, Vol. 60, No. 4: 63-74 Dec 97

Conrad, Monica and Todd Whitaker

Inclusion and the law: A principal's proactive approach. Clearings, Vol. 70, No. 4: 207-210 Mar/Apr 97

Cook, Allen and other authors

Making and correcting errors in student economic analyses: An examination of videotapes. J Econ Ed, Vol. 28, No. 3: 255-271 Summer 97

Cook, Harold G. and other authors

Improving the management of overtime costs through decentralized controls: Managing an organizational metacontingency. J Org Beh Mgt, Vol. 17, No. 2: 77-98 97

Cook, Jean M.

Scan converters: High-tech translators from computers to TVs. Present, Vol. 11, No. 9: 47-48, 50-51 Sep 97

**

Thermal printers: Top dogs of high-end presentation output. Present, Vol. 11, No. 2: 39-42 Feb 97

Cooper, Lynn O.

Listening competency in the workplace: A model for training. Bus Com Qtly, Vol. 60, No. 4: 75-84 Dec 97

Cooper, Robert K.

Applying emotional intelligence in the workplace. T&D, Vol. 51, No. 12: 31-38 Dec 97

Cornwell, T. Bettina

The use of sponsorship-linked marketing by tobacco firms: International public policy issues. J Cons Aff, Vol. 31, No. 2: 238-254 Winter 97

Costello, Ronald W.

The leadership role in making the technology connection. THE J, Vol. 25, No. 4: 58-62 Nov 97

Coughlin, Amy W. and Nancy B. Hinneberg

Electronic information and the records manager. Recs Mgt Qtly, Vol. 31, No. 4: 20-22, 24-26 Oct 97

Courtis, John K.

Corporate annual report graphical communication in Hong Kong: effective or misleading? J Bus Com, Vol. 34, No. 3: 269-288 July 97

Coyle, Monica

Teacher leadership vs. school management: Flatten the hierarchies. Clearings, Vol. 70, No. 5: 236-139 May/June 97

Creyer, Elizabeth H. and William T. Ross, Jr.

Tradeoffs between price and quality: How a value index affects preference formation. J Cons Aff, Vol. 31, No. 2: 280-302 Winter 97

Crispo, Neil S. and other authors

Cost-consequences analysis: A case study. PIQ, Vol. 10, No. 3: 7-21 97

Cronan, Timothy Paul and Steven D. White

Software maintenance: An empirical study of the influence of maintenance characteristics on user information satisfaction. J CIS, Vol. 38, No. 1: 1-14 Fall 97

Crook, Bob and Henry Hartman

Faculty development video conferences: What we have learned. THE J, Vol. 24, No. 8: 69-72 Mar 97

Crosby, Leon and other authors

A framework for the introduction of total quality management into the IS department. J CIS, Vol. 37, No. 2: 21-26 Winter 97

Crowe, Judith A. and Silva S. Karayan

Student perceptions of electronic discussion groups. THE J, Vol. 24, No. 9: 69-71 Apr 97

Crowley, James and other authors

E-COMP: A few words about teaching writing with computers. THE J, Vol. 25, No. 2: 66-67 Sep 97

Crowley-Long, Kathleen and other authors

Teaching students about research: Classroom poster sessions. Clearings, Vol. 70, No. 4: 202-204 Mar/Apr 97

Cruz, Brenda J.

Measuring the transfer of training. PIQ, Vol. 10, No. 2: 83-97 97

Cubbison, Laurie

A heuristic for defining the purpose of a client's WWW site. *Bus Com Qtly*, Vol. 60, No. 4: 95-98 Dec 97

Cullen, David and other authors

Reporting around the world—Several reporters share their experiences while working in other countries. *J CR*, Vol. 58, No. 10: 28-37 Aug/Oct 97

Cullen, Scott

Grossed out! *Off Sys*, Vol. 14, No. 8: 20-23 Aug 97

Curtin, Caitlin

Getting off to a good start on intranets. *T&D*, Vol. 51, No. 2: 42-46 Feb 97

Cutler, Bob D. and other authors

Advertiser's relative reliance on collectivism-individualism appeals: A cross-cultural study. *J Int Cons Mkt*, Vol. 9, No. 3: 43-55 97

**

—and other authors

The international marketing literature: Topics, trends and contributors. *J Teach Int Bus*, Vol. 8, No. 3: 21-43 97

Cutshall, Rex R. and Dave Waltz

Utilizing two-way interactive audio/video for distant audiences. *Bus Ed Forum*, Vol. 51, No. 3: 19-20, 22 Feb 97

Cwick, Simin and Linda Henson Wiggs

Perceived importance of high school business classes as preparation for college. *J Bus Train Ed*, Vol. 5, No. 1: 35-49 96

Czerwinski, Anne and William L. Benoit

A critical analysis of USAir's image repair discourse. *Bus Com Qtly*, Vol. 60, No. 3: 38-57 Sep 97

D**d'Astous, Alain and other authors**

Country-of-origin effects in the U.S. and Canada: Implications for the marketing of products made in Mexico. *J Int Cons Mkt*, Vol. 10, No. 1/2: 73-92 97

Dalton, Maxine

Are competency models a waste? *T&D*, Vol. 51, No. 10: 46-49 Oct 97

Dant, Rajiv P. and Zhan G. Li

Dimensions of product quality and country-of-origin effects research. *J Int Cons Mkt*, Vol. 10, No. 1/2: 93-114 97

Dardig, Jill C

Enriching the teaching/learning process with computers: Spreading the word on a college campus. *THE J*, Vol. 25, No. 5: 52-54 Dec 97

Daubek, Hugh G. and other authors

Antecedents of student attitudes toward computers. *JME*, 54-65 Summer 97

Daum, Patricia B.

Technology and the four-level information heirarchy. *Recs Mgt Qtly*, Vol. 31, No. 4: 8-10, 12, 14 Oct 97

Dauwalder, David P. and other authors

The audience for research. *Bus Com Qtly*, Vol. 60, No. 3: 124-145 Sep 97

Davies, Timothy Gray

Blending learning modalities: A return to the "high tech/high touch" concept. *THE J*, Vol. 24, No. 10: 66-68 May 97

Davis, Carrie Lynn and other authors

SWXPert: A prototype expert system for serviceware selection. *J CIS*, Vol. 37, No. 3: 1-8 Spring 97

Davis, Diane C.

The Internet and electronic communication systems in business and industry. *Bus Ed Forum*, Vol. 51, No. 3: 11-14 Feb 97
**

The use of technologies and media in records information management. *J Bus Train Ed*, Vol. 6 51-63 97

Davis, Judy Foster

Determining promotional effectiveness in small retail firms: An empirical analysis. *Mid-Amer J Bus*, Vol. 12, No. 2: 21-28 Fall 97

Davis, Kenneth W. and other authors

An international course in international business writing: Belgium, Finland, the United States. *Bus Com Qtly*, Vol. 60, No. 4: 63-74 Dec 97

Davis, Mary and William Lin

Partnerships with industry—critical for academic business departments. *Bus Ed Forum*, Vol. 51, No. 4: 21-23 Apr 97

Davis, Philip

What computer skills do employers expect from recent college graduates? *THE J*, Vol. 25, No. 2: 74-78 Sep 97

Davis, Rodney E. and other authors

Teaching difficulties of business and marketing educators at the secondary level. *NABTE Rev*, No. 24: 40-47 97

Day, Dennis H.

The evolution of collegiate accounting instruction in the United States (1635-1995) with selected parallels to accounting practice. Northern Illinois University, Doctoral dissertation, 96

Day, Rachel and other authors

Commitment approach to motivating community recycling: New Zealand curbside trial. *J Cons Aff*, Vol. 31, No. 1: 27-52 Summer 97

De Souza, Joseph A. and other authors

Reporting around the world—Several reporters share their experiences while working in other countries. *J CR*, Vol. 58, No. 10: 28-37 Aug/Oct 97

Dean, Peter

Editorial—A vision of integrity and the mission of performance improvement. *PIQ*, Vol. 10, No. 4: 3-16 97

Debebe, Fekru and other authors

Comparing AP and college student learning of economics. *J Econ Ed*, Vol. 28, No. 2: 135-142 Spring 97

Delgado, Olben Mendez

An historical analysis of the economic development administration: Inception, structure, programs, and contributions to the economic development of Puerto Rico, 1942-1993. New York University, Doctoral dissertation, 96

Delgado, Vilma I.

Problems and opportunities that bilingual students have in enrolling in a business program in Bronx High Schools. Lehman College, City University of New York, Master's thesis, 96

Delligatti, Debi

Factors related to Illinois public high school teachers' implementation of the Internet into classroom activities and professional development. Southern Illinois University at Carbondale, Master's thesis, 96

Demichiell, Robert and Walter Ryba

Real heroes need less control: Dawn of a new breed of educator. *JEB*, Vol. 72, No. 5: 261-266 May/June 97

DeMichiell, Robert L.

Student accountability in IS projects with business: Preparing for the next century. *J CIS*, Vol. 37, No. 2: 2-7 Winter 97

DeMitchell, Todd and Georgia M. Kerns

Where to educate Rachel Holland? Does least restrictive environment mean no restrictions? Clearings, Vol. 70, No. 3: 161-166 Jan/Feb 97

Dennis, Anita

101 hot tips. Publish, Vol. 12, No. 8: 53-72 Aug 97

**

9th annual design awards. Publish, Vol. 12, No. 5: 84-90, 92, 94, 96, 98 May 97

**

Dry run. Publish, Vol. 12, No. 4: 64-69 Apr 97

**

Let 'er RIP. Publish, Vol. 12, No. 1: 60-64, 66 Jan 97

**

Product watch. Publish, Vol. 12, No. 6: 58-59 June 97

Denton, Stephanie

Chaos theory. Off Sys, Vol. 14, No. 10: 64-66 Oct 97

Derrick, John

Midvolume crisis. Off Sys, Vol. 14, No. 2: 20-22, 24, 26 Feb 97

**

You make the call. Off Sys, Vol. 14, No. 7: 38-42 July 97.

DeShields, Oscar W., Jr. and other authors

Salesperson's accent and gender, and consumer purchase intentions: Implications for Latino salespersons in Mexico and the United States. J Int Cons Mkt, Vol. 9, No. 3: 7-23 97

Deupi, Teresia

Designing for the new century: Making the office more powerful? Man Off Tech, Vol. 42, No. 4: 24-25 Apr 97

DeVaney, Sharon A. and Kelly J. Todd

Financial planning for retirement by parents of college students. Fin C&P, Vol. 8, No. 1: 25-32 97

Dexter, Lee and James D. Hansen

Quality multiple-choice test questions: Item-writing guidelines and an analysis of auditing testbanks. JEB, Vol. 73, No. 2: 94-97 Nov/Dec 97

Deyhle, Walter H.

Some implications of the '97 Tax Act. J CR, Vol. 59, No. 1: 52-53 Nov 97

Dick, James and other authors

Determinants of achievement of economics concepts by elementary school students. J Econ Ed, Vol. 28, No. 2: 100-121 Spring 97

Diffley, Judy and Jean Anna Sellers

Improving electronic communication skills. Kan Bus Tch, Vol. 51, No. 1: 6 Fall 97

Dillon, W. Tracy

Corporate advisory boards, portfolio assessment, and business and technical writing program development. Bus Com Qtly, Vol. 60, No. 1: 41-58 Mar 97

Dirks, Marvin J. and Ruthann Dirks

Introducing business communication students to automated speech recognition. JEB, Vol. 72, No. 3: 153-156 Jan/Feb 97

Dirks, Ruthann and Janet Buzzard

What CEOs expect of employees hired for international work. Bus Ed Forum, Vol. 51, No. 4: 3-7 Apr 97

**

—and Marvin J. Dirks

Introducing business communication students to automated speech recognition. JEB, Vol. 72, No. 3: 153-156 Jan/Feb 97

**

—and Patricia A. Merrier

Student attitudes toward written, oral, and e-mail communication. *Bus Com Qtly*, Vol. 60, No. 2: 89-99 June 97

Ditsa, George E. M. and R. C.

MacGregor

Our mousetrap's fine: So why aren't people beating a path to our door? *IRM J*, Vol. 10, No. 3: 28-39 Summer 97

Dittmar, Eileen

National standards for business education. *MBA Today*, Vol. 62, No. 1: 6-7 Apr 97

Divine, Richard L. and other authors

Antecedents of student attitudes toward computers. *JME*, 54-65 Summer 97

Dlabay, Les R.

Globalization. *NBEA Yrbk*, No. 35: 60-66 97

Dmytrenko, April L.

Book review: E-mail security—How to keep your electronic messages private by Bruce Schneier. *Recs Mgt Qtly*, Vol. 31, No. 3: 60-61 July 97

**

Book review: Navigating through change by Harry Woodward. *Recs Mgt Qtly*, Vol. 31, No. 2: 70-71 Apr 97

**

Book review: Outsourcing document conversion and indexing services by James Fruscione. *Recs Mgt Qtly*, Vol. 31, No. 4: 67-69 Oct 97

**

Book review: Records management: A practical guide for cities and counties by Julian L. Mims. *Recs Mgt Qtly*, Vol. 31, No. 1: 54-55 Jan 97

**

Cost benefit analysis. *Recs Mgt Qtly*, Vol. 31, No. 1: 16-18, 20 Jan 97

Dodd, Pamela

Book review: Deep change: Discovering the leader within by Robert E. Quinn. *HRD Qtly*, Vol. 8, No. 3: 273-276 Fall 97

Doerner, Dan and Jake Widman

Gradient school. *Publish*, Vol. 12, No. 2: 85-87 Feb 97

Dolinsky, Arthnr and Richard K. Capnto

Psychological and demographic characteristics as determinants of women's health insurance coverage. *J Cons Aff*, Vol. 31, No. 2: 218-237 Winter 97

Dologite, Dorothy G. and other authors

Information systems in Chinese state-owned enterprises: An evolving strategic perspective. *J Global IM*, Vol. 5, No. 4: 10-21 Fall 97

Domanski, S. Ryszard and other authors

The reform of higher economic education in Poland. *J Econ Ed*, Vol. 28, No. 4: 377-382 Fall 97

Dong, D. and Laura Nowak

Intercultural differences between Chinese and Americans in business. *Bus Com Qtly*, Vol. 60, No. 1: 115-123 Mar 97

Donley, Thomas D. and Linda F. Alwitt

Retail stores in poor urban neighborhoods. *J Cons Aff*, Vol. 31, No. 1: 139-164 Summer 97

Doucette, Pauline A. and other authors

The group embedded figures test: Undergraduate business concentration and analytical skills. *JEB*, Vol. 73, No. 1: 39-42 Sep/Oct 97

Douglas, George H.

The early days of the *Bulletin* and the *Journal*. *Bus Com Qtly*, Vol. 60, No. 1: 147-154 Mar 97

Dowden, Rebecca and Sharon Humphries

Using e-mail in computer assisted freshman composition and rhetoric. *THE J*, Vol. 24, No. 10: 74-75 May 97

Downes, Meredith and other authors

Measuring consumer sensitivity to corporate social performance across cultures: Which consumers care most? *J Global Mkt*, Vol. 11, No. 1: 29-48 97

Drake, Dyane

A comparison of paper-and-pencil and computer-based versions of a certification exam. University of Minnesota, Doctoral dissertation, 96

Draper, Roni Jo

Jigsaw: Because reading your math book shouldn't be a puzzle. *Clearings*, Vol. 71, No. 1: 33-36 Sep/Oct 97

Driscoll, Marcy P. and other authors

Signs in the workplace: Semiotics and human performance technology. *PIQ*, Vol. 10, No. 4: 17-30 97

Driskill, Linda

Wetlands Web site: Course efficiency and audience complexity. *Bus Com Qtly*, Vol. 60, No. 4: 93-95 Dec 97

Driver, Betty A. and other authors

Faculty externships: Closing the gap between business higher education and business practice. *KBEA J*, Vol. 20-25 Spring 97

Du, Kaizheng and Gultekin Ozsoyoglu

On estimators for aggregate relational algebra queries. *J DBM*, Vol. 8, No. 1: 24-36 Winter 97

Dubina, Gregory and other authors

Pilot project in international electronic distance education in Russia. *THE J*, Vol. 24, No. 1: 66 Jan 97

Duncan, Phillip K. and Delores A. Smoot

The search for the optimum individual monetary incentive pay system: A comparison of the effects of flat pay and linear and non-linear incentive pay systems on worker productivity. *J Org Beh Mgt*, Vol. 17, No. 2: 5-75 97

Dupree, John C.

Fax grows through multifunctionality. *Man Off Tech*, Vol. 42, No. 2: 36 Feb 97

Dupuis, Patti

Ten training tips for moving your company ahead. *Man Off Tech*, Vol. 42, No. 8: 23 Aug 97

Durrance, Bonnie

Stories at work. *T&D*, Vol. 51, No. 2: 25-29 Feb 97

**

The evolutionary vision of Dee Hock: From chaos to chaords. *T&D*, Vol. 51, No. 4: 24-31 Apr 97

Dykeman, John

Creating color-coded files in-house brings new ease to recordkeeping. *Man Off Tech*, Vol. 42, No. 10: 39 Oct 97

**

Decentralized document access still insures centralized control. *Man Off Tech*, Vol. 42, No. 4: 32-33 Apr 97

**

DM software quickly clinches ISO 9000 certification. *Man Off Tech*, Vol. 42, No. 7: 26 July 97

**

EDI moves toward the Internet. *Man Off Tech*, Vol. 42, No. 6: 37 June 97

**

Imaging system achieves payback in one year. *Man Off Tech*, Vol. 42, No. 8: 31 Aug 97

**

It's time for another look at commercial records centers. *Man Off Tech*, Vol. 42, No. 9: 44, 46-47 Sep 97

**

The state of workflow. *Man Off Tech*, Vol. 42, No. 1: 36 Jan 97

**

DVD: Deal yourself a winning hand. *Man Off Tech*, Vol. 42, No. 10: 18-20 Oct 97

**

Hydraulics manufacturer processes orders and quotes fast and error-free. *Man Off Tech*, Vol. 42, No. 11: 29 Nov 97

**

The complex new frontiers of electronic document management. *Man Off Tech*, Vol. 42, No. 3: 20-22 Mar 97

Dykman, Ann

Re-tool or die. *Techniques*, Vol. 72, No. 7: 34-35, 37, 67 Oct 97

**

The great college divide. *Techniques*, Vol. 72, No. 2: 36-39 Feb 97

Dynan, Karen E. and Cecilia Elena Rouse

The underrepresentation of women in economics: A study of undergraduate economics students. *J Econ Ed*, Vol. 28, No. 4: 350-368 Fall 97

Dyrud, Marilyn A.

An exploration of gender bias in computer clip art. *Bus Com Qtly*, Vol. 60, No. 4: 30-51 Dec 97

E

Earley, Kathleen

Easing your way onto the Web. *Man Off Tech*, Vol. 42, No. 8: 18-21 Aug 97

Easter, Linda and other authors

The early weeks of a second language: The "toy box" approach. *Clearings*, Vol. 70, No. 4: 183-185 Mar/Apr 97

Easterling, Debbie and Fredrica Rudell

Rationale, benefits, and methods of service-learning in marketing education. *JEB*, Vol. 72, No. 5: 58-61 Sep/Oct 97

Eberhardt, Bruce J. and other authors

Business concerns regarding MBA education: Effects on recruiting. *JEB*, Vol. 72, No. 5: 293-296 May/June 97

Echternacht, Lonnie and Robert J. Matyska, Jr.

An investigation of the cognitive style preferences of classroom business educators. *NABTE Rev*, No. 24: 48-52 97

Eckhouse, Barry

Book review: The Harbrace office handbook by Doris H. Whalen and Brian G. Wilson. *Bus Com Qtly*, Vol. 60, No. 1: 171-173 Mar 97

Edel, Stephanie and other authors

Distance learning: An airway for marketing education. *Bus Ed Forum*, Vol. 51, No. 4: 41-44 Apr 97

Edelman, Ric

The four obstacles to financial success. *J CR*, Vol. 58, No. 3: 46-49 Jan 97

Edling, Walt H. and Ruth M. Loring

Blueprints for building curriculum. *Techniques*, Vol. 72, No. 8: 26-28 Nov/Dec 97

Edmonds, Cindy D. and other authors

Educational idealism: One more reason to stress the perpetual inventory system in classroom instruction. *JEB*, Vol. 72, No. 4: 217-220 Mar/Apr 97

Edmonds, Thomas P. and other authors

Educational idealism: One more reason to stress the perpetual inventory system in classroom instruction. *JEB*, Vol. 72, No. 4: 217-220 Mar/Apr 97

Ehlen, Craig and other authors

Accounting grade inflation. *JEB*, Vol. 72, No. 5: 273-277 May/June 97

Eierman, Michael A. and Hilbert K. Schultz

Information systems in business process reengineering: An exploratory survey of issues. *Mid-Amer J Bus*, Vol. 12, No. 1: 7-17 Spring 97

Einerson, Martha J. and other authors

Preretirees' perception of retirement income. *Fin C&P*, Vol. 8, No. 2: 41-55 97

Elinich, Karen and Stephen H. Baumann

The science learning network: Partnerships, technology & teacher change. *THE J*, Vol. 25, No. 1: 48-51 Aug 97

Elkordy, Manal M. and Omar E. M. Khalil

The relationship of some personal and situational factors to IS effectiveness: Empirical evidence from Egypt. *J Global IM*, Vol. 5, No. 2: 22-34 Spring 97

Ellingson, Dee Ann and Karleen Nordquist

The controversy over accounting for stock options: A historical perspective. *Mid-Amer J Bus*, Vol. 12, No. 2: 29-38 Fall 97

Elmuti, Dean and Yunus Kathawala

Self-managing teams, quality of work life, and productivity: A field study. *Mid-Amer J Bus*, Vol. 12, No. 1: 19-25 Spring 97

Elsberry, Richard B.

A pen for your thoughts. *Off Sys*, Vol. 14, No. 4: 14, 16 Apr 97

**

Voice mail lessons. *Off Sys*, Vol. 14, No. 2: 14-16 Feb 97

Embrey, Lori L. and Jonathan J. Fox

Gender differences in the investment decision-making process. *Fin C&P*, Vol. 8, No. 2: 33-39 97

Emmans, Cindy C. and William E. Byxbee

Technology assessment and training for a Brazilian school. *THE J*, Vol. 24, No. 6: 55-57 Jan 97

Engelholm, Gerard M.

An analysis of the effect of peer tutoring on achievement in selected entry-level accounting courses. New York University, Doctoral dissertation, 96

Engelberg, Stephen

The precision penalty—An alternative to hypothesis tests concerning the mean. *JEB*, Vol. 72, No. 3: 185-188 Jan/Feb 97

Ensman, Richard G., Jr.

How much do you really know about substance abuse? *J CR*, Vol. 58, No. 10: 45-47, 129 Aug/Oct 97

**

Are you stressed or eustressed? *J CR*, Vol. 58, No. 4: 42-45 Feb 97

Epley, Onna

Conflict resolution: New or old? *KBEA J*, Vol. 10-11 Spring 97

Erdem, S. Altan and other authors

Advertiser's relative reliance on collectivism-individualism appeals: A cross-cultural study. *J Int Cons Mkt*, Vol. 9, No. 3: 43-55 97

Esque, Timm J. and Joel McCausland

Taking ownership for transfer: A management development case study. *PIQ*, Vol. 10, No. 2: 116-133 97

Essam, Daniel Ze

Incorporating international business concepts into the business education curriculum. Southern Illinois University at Carbondale, Doctoral dissertation, 96

Estrada, Martha Corrales and other authors

Information management as perceived by CIOs in three Pacific Rim countries. *J Global IM*, Vol. 5, No. 3: 5-16 Summer 97

Etezadi, Jamshid and Mohamed Khalifa

Telecommuting: A study of employees' beliefs. *J CIS*, Vol. 38, No. 1: 78-85 Fall 97

Evans, Poppy

Animal magnetism. *Publish*, Vol. 12, No. 1: 83-86 Jan 97

**

Handmade fonts. *Publish*, Vol. 12, No. 3: 78-81 Mar 97

**

Makeover: Magazine. *Publish*, Vol. 12, No. 5: 114-116 May 97

**

Taming the wild west. *Publish*, Vol. 12, No. 4: 87-90 Apr 97

**

The search is over. *Publish*, Vol. 12, No. 3: 91-94 Mar 97

**

Workbooks that work. *Publish*, Vol. 12, No. 2: 91-94 Feb 97

Evans, Sharyn

Community involvement & support: It's more than just NetDay. *THE J*, Vol. 25, No. 1: 60-61 Aug 97

Evink, Janis

Book review: Leading change by John P. Kotter. *Mid-Amer J Bus*, Vol. 12, No. 2: 63-64 Fall 97

Evuleocha, Stevina U.

The effect of interactive multimedia on learning styles. *Bus Com Qtly*, Vol. 60, No. 2: 127-129 June 97

F

Faber, Michael J.

Selecting an offsite commercial records center. *Recs Mgt Qtly*, Vol. 31, No. 1: 28-30, 32 Jan 97

Falkman, Sandra K. and Richard A. Swanson

Training delivery problems and solutions: Identification of novice trainer problems and expert trainer solutions. *HRD Qtly*, Vol. 8, No. 4: 305-314 Winter 97

Fan, Jessie X. and other authors

Emergency fund levels: Is household behavior rational? *Fin C&P*, Vol. 8, No. 1: 47-65 97

Fang, Mei Qi and other authors

Information systems in Chinese state-owned enterprises: An evolving strategic perspective. *J Global IM*, Vol. 5, No. 4: 10-21 Fall 97

Fann, Joshua Poh-Onn and Tiua Kwai-Lau Mak

A knowledge-based assisted system for training and testing. *J CIS*, Vol. 37, No. 3: 47-53 Spring 97

Faris, Kay A. and Larry R. Smeltzer

Schema theory compared to text-centered theory as an explanation for the readers' understanding of a business message. *J Bus Com*, Vol. 34, No. 1: 7-26 Jan 97

Farkas, David F.

This buys me what? Present. Vol. 11, No. 2: A6-A9 Feb 97

Farquhar, Katherine and other authors

Use and impact of informal third-party discussions in interpersonal conflicts at work. *Mgt Com Qtly*, Vol. 11, No. 2: 185-216 Nov 1997

Farrell, Linda A.

So you want to be a consultant.... Recs Mgt Qtlly, Vol. 31, No. 1: 21-24, 26-27 Jan 97

Faupel, Bonnie L.

Microcomputer usage by business education advisory committee members in selected Arkansas businesses. University of Arkansas at Little Rock, Doctoral dissertation, 96

Fawcett, Gay and Steve Snyder

An upgrade for learning. Techniques, Vol. 72, No. 7: 30-33 Oct 97

Felici, James

Efficiency experts. Publish, Vol. 12, No. 11: 72-73, 75-76, 78, 80 Nov 97

Ferratt, Thomas W. and George A.**Bohlen**

End user training: An experimental comparison of lecture versus computer-based training. J EUC, Vol. 9, No. 3: 14-27 Summer 97

Fier, Sara M. and other authors

Duty-to-warn: Implications for school administrators. Clearings, Vol. 71, No. 1: 53-57 Sep/Oct 97

Figura, Susannah Zak

Carpal tunnel syndrome: The facts behind the hype. Man Off Tech, Vol. 42, No. 3: 28-29 Mar 97

Filipczak, Bob

Are you getting sapped? Training, Vol. 34, No. 3: 40-44, 46, 48, 50 Mar 97

**

Dog day afternoon. Training, Vol. 34, No. 2: 60-62, 64-66 Feb 97

**

Houston, we have a problem. Training, Vol. 34, No. 4: 56-60 Apr 97

**

It takes all kinds: Creativity in the work force. Training, Vol. 34, No. 5: 32-38, 40 May 97

**

The tug-of-war over computer training.

Training, Vol. 34, No. 6: 35-38, 40 June 97

**

Think locally, train globally. Training, Vol. 34, No. 1: 40-42, 44, 46, 48 Jan 97

Finkel, Coleman Lee

Meeting facilities that foster learning. T&D, Vol. 51, No. 7: 36-41 July 97

Fisher, Gordon M.

Book review: The low-income consumer: Adjusting the balance of exchange by Linda F. Alwitt and Thomas D. Donley. J Cons Aff, Vol. 31, No. 2: 372-376 Winter 97

Fisher-Larson, Sharon

Integrated software applications. NBEA Yrbk, No. 35: 93-100 97

Flatley, Marie E.

Netmeeting 2.0: A tool for virtual collaboration. Bus Com Qtlly, Vol. 60, No. 4: 101-103 Dec 97

**

Using 21st century group communication tools. Bus Ed Forum, Vol. 51, No. 3: 15-16 Feb 97

Flesher, Jeff

Book review: Powerful principles of instruction by Stephen L. Yelon. HRD Qtlly, Vol. 8, No. 2: 190-192 Summer 97

Fletcher, Leslie B.

Speaking the language of accounting. Bus Ed Forum, Vol. 52, No. 1: 18-19, 41 Oct 97

Fletcher, Mark

Software auditing: A new task for U.K. universities. THE J, Vol. 24, No. 6: 67-69 Jan 97

Fletcher, Richard and other authors

Countertrade and internationalisation—An Australian perspective. *J Global Mkt*, Vol. 10, No. 3: 5-25 97

Floetke, Jacqueline Rae

The extent of student leadership integration in secondary business education. Central Washington University at Ellensburg, Master's thesis, 96

Florio, Chris

Bringing out the artist within. *Present*, Vol. 11, No. 7: 55-58, 60 July 97

**

Multimedia authoring software. *Present*, Vol. 11, No. 5: 61-66, 68-69 May 97

**

Plan, author, burn your first CD presentation. *Present*, Vol. 11, No. 9: 36-40, 42, 44-45 Sep 97

Fogarty, Gerard J. and Michael A. Machin

The effects of self-efficacy, motivation to transfer, and situational constraints on transfer intentions and transfer of training. *PIQ*, Vol. 10, No. 2: 98-115 97

Fonvielle, William

How to know what customers really want. *T&D*, Vol. 51, No. 9: 40-44 Sep 97

Forcht, Karen and other authors

Internet: An introduction to protocols and sites. *J CIS*, Vol. 37, No. 2: 62-69 Winter 97

Ford, Barrett D.

Raiders of the lost records. *Off Sys*, Vol. 14, No. 10: 28-30, 33-34 Oct 97

Ford, Carro

Advanced mail equipment pushes the envelope. *Man Off Tech*, Vol. 42, No. 9: 48-49 Sep 97

Ford, J. Kevin and Daniel A. Weissbein

Transfer of training: An updated review and analysis. *PIQ*, Vol. 10, No. 2: 22-41 97

Ford, Marilyn Sue and Mary Margaret Ruetten

"Zipping" through number bases with patterns. *Clearings*, Vol. 71, No. 1: 41-47 Sep/Oct 97

Foster, Helen

A visual heuristic for promoting a rhetorically based job search. *Bus Com Qtly*, Vol. 60, No. 1: 163-165 Mar 97

Fox, Jonathan J. and Lori L. Embrey

Gender differences in the investment decision-making process. *Fin C&P*, Vol. 8, No. 2: 33-39 97

Fox, Linda K. and other authors

Preretirees' perception of retirement income. *Fin C&P*, Vol. 8, No. 2: 41-55 97

Foxon, Marguerite

The influence of motivation to transfer, action planning, and manager support on the transfer process. *PIQ*, Vol. 10, No. 2: 42-63 97

Frankenberger, John and Paul Burgar

Closing the loop on instructional improvements. *JEB*, Vol. 72, No. 6: 336-342 July/Aug 97

Freda, Paul D. and Judy P. Pollak

Humor, learning, and socialization in middle level classrooms. *Clearings*, Vol. 70, No. 4: 176-178 Mar/Apr 97

Friedman, Ken and Lawrence M. Lamont

Meeting the challenges to undergraduate marketing education. *JME*, 17-30 Fall 97

Fritz, Janie Harden

Men's and women's organizational peer relationships: A comparison. *J Bus Com*, Vol. 34, No. 1: 27-46 Jan 97

Fruscione, James J.

Optical disk technology and open systems: Planning for conversions to the new technology. *Recs Mgt Qtly*, Vol. 31, No. 3: 23-26, 28-30, 32, 34-35, 38 July 97

Fu, Shenzhao and other authors

Country and product images: The perceptions of consumers in the People's Republic of China. *J Int Cons Mkt*, Vol. 10, No. 1/2: 115-139 97

Fujimoto, E. Ted and Mark S. Morrison

A technology high school with business in mind. *THE J*, Vol. 25, No. 3: 50-52 Oct 97

Fuller, Kasi Allen and other authors

Making and correcting errors in student economic analyses: An examination of videotapes. *J Econ Ed*, Vol. 28, No. 3: 255-271 Summer 97

Fuller, Phillip and other authors

The role of financial counselors in long-term health care planning. *Fin C&P*, Vol. 8, No. 1: 19-24 97

Fulton, Murray

A graphical analysis of the Cournot-Nash and Stackelberg models. *J Econ Ed*, Vol. 28, No. 1: 48-57 Winter 97

G**Gable, Julie**

Records management for electronic documents. *Recs Mgt Qtly*, Vol. 31, No. 4: 15-16, 18-19 Oct 97

Gable, Robert A. and M. Lee Manning

In the midst of reform: The changing structure and practice of middle school education. *J Bus Ed*, Vol. 71, No. 1: 58-61 Sep/

Gagnon, France and other authors

Development of a consultation profile of interventions perceived as successful by human performance technology consultants. *PIQ*, Vol. 10, No. 3: 67-83 97

Galagan, Patricia A.

Go with the cash flow. *T&D*, Vol. 51, No. 11: 18-23 Nov 97

**

Smart companies. *T&D*, Vol. 51, No. 12: 20-24 Dec 97

**

Strategic planning is back. *T&D*, Vol. 51, No. 4: 32-37 Apr 97

Gallant, Linda M. and other authors

Managerial emotionality in Chinese factories. *Mgt Com Qtly*, Vol. 11, No. 1: 6-50 Aug 97

Gallion, Leona M. and other authors

Case preparation to improve writing assignments. *J Bus Train Ed*, Vol. 6 77-85 97

Gallo, Francis M.

You can design a proactive indoor air quality program. *Man Off Tech*, Vol. 42, No. 1: 25-28 Jan 97

Gambill, Stanley and J. Lee Maier

A descriptive study of CIS/MIS graduate school curriculums. *J CIS*, Vol. 38, No. 1: 26-29 Fall 97

Gamble, Linda L.

Career vision: A process for lifelong learning. *NBEA Yrbk*, No. 35: 184-195 97

Gamble, Ralph and Manouchehr Tabatabai

Business statistics education: Content and software in undergraduate business statistics courses. *JEB*, Vol. 73, No. 1: 48-53 Sep/Oct 97

Ganzert, Robin Roy and Dawn Adele Watkins

Innovative staffing to meet technological changes: A case study at Wake Forest University. *THE J*, Vol. 25, No. 4: 54-56 Nov 97

Garavalia, Brian J.

International education: How it is defined by U.S. students and foreign students. *Clearings*, Vol. 70, No. 4: 215-221 Mar/Apr 97

Gardner, William L., III and other authors

The acculturation of immigrants to U.S. organizations: The case of Muslim employees. *Mgt Com Qtly*, Vol. 11, No. 2: 217-265 Nov 1997

Garson, Bonnie E. and Douglas J. Stanwyck

Locus of control and incentive in self-managing teams. *HRD Qtly*, Vol. 8, No. 3: 247-258 Fall 97

Gauche, Jerry N.

From media to markets: A new paradigm for information management. *Recs Mgt Qtly*, Vol. 31, No. 4: 3-6 Oct 97

Gaudet, Cyndi and other authors

A model for trainer certification. *NABTE Rev*, No. 24: 53-57 97

Gay, Christine Diana and Robert L. Heath

Risk communication: Involvement, uncertainty, and control's effect on information scanning and monitoring by expert stakeholders. *Mgt Com Qtly*, Vol. 10, No. 3: 342-372 Feb 97

Gayton, Carver C.

Getting into the education business. *Techniques*, Vol. 72, No. 5: 26-28 May 97

Gbenedio, Pender and other authors

The enigma of the textbook valuation model: A note. *JEB*, Vol. 72, No. 4: 230-233 Mar/Apr 97

Geddes, Deanna and Robert A. Baron

Workplace aggression as a consequence of negative performance feedback. *Mgt Com Qtly*, Vol. 10, No. 4: 433-454 May 97

Geiger, Celine Mary

Gender and computing: Adolescents' attitudes toward computers. Lehman College, City University of New York, Master's thesis, 96

Geistfeld, Loren V.

Book review: Quality measurement in economics: New perspectives on the evolution of goods and services by Steven Payson. *J Cons Aff*, Vol. 31, No. 1: 178-181 Summer 97

Geroy, Gary D. and other authors

Research design decisions: An integrated quantitative and qualitative model for decision-making researchers (You too can be lord of the rings). *PIQ*, Vol. 10, No. 3: 22-36 97

Geyer, Roger W.

Approaching ground zero with today's technology tools. *THE J*, Vol. 25, No. 1: 56-59 Aug 97

Giannias, Dimitrios A.

Microeconomic analysis based product market positioning and evaluation. *J Int Cons Mkt*, Vol. 10, No. 1/2: 141-157 97

Gibler, Karen Martin and other authors

Mature consumer awareness and attitudes toward retirement housing and long-term care alternatives. *J Cons Aff*, Vol. 31, No. 1: 113-138 Summer 97

Gibson, Michael L. and Michael E. Whitman

IT importance in supporting reengineering: Performance perceptions versus reality. *J CIS*, Vol. 37, No. 4: 18-23 Summer 97

**

—and Michael Edward Whitman

Factors affecting the use of information technology in business process reengineering. *IRM J*, Vol. 10, No. 3: 5-16 Summer 97

**

—and Thomas Roberts

System development methodology: A misunderstood cornerstone of business modeling and software engineering. *J CIS*, Vol. 37, No. 2: 70-84 Winter 97

Gikalov, Alexandra A. and other authors

The effects of work task manipulation and scheduling on patient load, revenue, eye-wear turnover, and utilization of staff and doctor time. *J Org Beh Mgt*, Vol. 17, No. 1: 3-35 97

Gilbert, Nancy and other authors

Signs in the workplace: Semiotics and human performance technology. *PIQ*, Vol. 10, No. 4: 17-30 97

Gillfillan, Sally W. and other authors

Meeting the needs of nonpublic and public accountants in a 4-year program. *JEB*, Vol. 72, No. 5: 267-272 May/June 97

Gillispie, Cynthia C.

Perceived values of computer-mediated communication use for business instruction. Virginia Polytechnic Institute and State University, Doctoral dissertation, 96

Gilsdorf, Jeanette W.

Metacommunication effects on international business negotiating in China. *Bus Com Qtly*, Vol. 60, No. 2: 20-37 June 97

Gilstrap, William

It takes a thief. *Off Sys*, Vol. 14, No. 9: 50-51, 66 Sep 97

Given, Barbara K.

How to deal with difficult principals: A learning styles approach. *Clearings*, Vol. 70, No. 5: 257-260 May/June 97

Glanz, Jeffrey

Images of principals on television and in the movies. *Clearings*, Vol. 70, No. 6: 295-297 July/Aug 97

Glenzer, Kent

Book review: Managing cultural differences: Leadership strategies for a new world of business by Philip R. Harris and Robert T. Moran. *HRD Qtly*, Vol. 8, No. 1: 84-86 Spring 97

Glorfeld, Louis W. and other authors

Predictive change to perceived information system use. *J CIS*, Vol. 37, No. 2: 96-100 Winter 97

Godwin, Deborah D.

Dynamics of households' income, debt, and attitudes toward credit, 1983-1989. *J Cons Aff*, Vol. 31, No. 2: 303-325 Winter 97

Goering, Elizabeth M.

Integration versus distribution in contract negotiations: An interaction analysis of strategy use. *J Bus Com*, Vol. 34, No. 4: 383-400 Oct 97

Golden, Barry

Does your technology deliver? *Techniques*, Vol. 72, No. 7: 16-19 Oct 97

Golden, Cathleen J.

Two methods of business ethics instruction at the secondary level: The effects on ethical decision-making skills, perceptions, and completion time. University of Missouri—Columbia, Doctoral dissertation, 96

Golden, Peggy A. and other authors

Multinational business gaming: Is gender important? *J Teach Int Bus*, Vol. 8, No. 4: 65-82 97

Goldfarb, Veniamin and other authors

Pilot project in international electronic distance education in Russia. *THE J*, Vol. 24, No. 6: 61-66 Jan 97

Golen, Steven P. and other authors

The frequency and seriousness of communication barriers in the auditor-client relationship. *Bus Com Qtly*, Vol. 60, No. 3: 23-37 Sep 97

Good, Lael and other authors

You want tomatoyotes, I want tomahtoes. *Training*, Vol. 34, No. 6: 56-60, 62 June 97

Goodman, Susan K.

Policy development for information systems department records. *Recs Mgt Qtly*, Vol. 31, No. 2: 27-28, 30-32, 34-37 Apr 97

Gordon, Jack and Marc Hequet

Live & in person. *Training*, Vol. 34, No. 3: 24-31 Mar 97

Goris, Jose R. and other authors

An examination of organizational communication as a moderator of the relationship between job performance and job satisfaction. *J Bus Com*, Vol. 34, No. 1: 81-98 Jan 97

Gosselin, Alain and other authors

Ratee preferences concerning performance management and appraisal. *HRD Qtly*, Vol. 8, No. 4: 315-333 Winter 97

Graeff, Timothy R.

Bringing reflective learning to the marketing research course: A cooperative learning project using intergroup critique. *JME*, 53-64 Spring 97

Graf, David

Critical success factors for community-based education. *Mid-Amer J Bus*, Vol. 12, No. 2: 2-4 Fall 97

Graham, Beverly L. and other authors

Cooperative learning: The benefits of participatory examinations in principles of marketing classes. *JEB*, Vol. 72, No. 3: 149-152 Jan/Feb 97

Graham, Charles D. and John T.**Whiting**

Decision making based on standards: A model for computerizing public education. *THE J*, Vol. 25, No. 4: 48-50 Nov 97

Graham, Reginald A. and other authors

Cooperative learning: The benefits of participatory examinations in principles of marketing classes. *JEB*, Vol. 72, No. 3: 149-152 Jan/Feb 97

Grandi, Fabio

Temporal interoperability in multi-temporal databases. *J DBM*, Vol. 9, No. 1: 14-23 Winter 97

Grant, Chris

Impact of career education activities upon career decisions of high school students. Southern Illinois University at Carbondale, Master's thesis, 96

Grant, Philip C.

Questions of coverage and emphasis in introductory management. *JEB*, Vol. 73, No. 2: 102-104 Nov/Dec 97

Grant, Tripp and other authors

Peer tutors and students work with formative assessment. *Clearings*, Vol. 71, No. 2: 103-105 Nov/Dec 97

Graves, Pat R. and Marilyn Wilkins

Business education demographics—A 10-year analysis. *NABTE Rev*, No. 24: 20-23 97

Graves, Roger

"Dear friend"(?): Culture and genre in American and Canadian direct marketing letters. *J Bus Com*, Vol. 34, No. 3: 235-252 July 97

Gray, Kenneth

The gatekeepers. *Techniques*, Vol. 72, No. 1: 24-27 Jan 97

Graybill, Susan W.

Questions of race and culture: How they relate to the classroom for African American students. *Clearings*, Vol. 70, No. 6: 311-318 July/Aug 97

Greco, Anthony J. and other authors

Ethical questions regarding joint authorship: Business and nonbusiness faculty perceptions on noncontributing authorship. *JEB*, Vol. 72, No. 6: 325-330 July/Aug 97

Green, Corliss L. and Stephen J. Newell
Racial differences in consumer environmental concern. *J Cons Aff*, Vol. 31, No. 1: 53-69 Summer 97

Green, Diane and other authors

Integration of communication/interpersonal skills in AACSB-Accredited schools with four-and five-year accounting programs. *DPE J*, Vol. 39, No. 1: 1-11 Winter 97

Greenawalt, Deborah and Mehdi Khosrowpour

The IRM curriculum model: An international curriculum model for a 4-year undergraduate program. *IRM J*, Vol. 10, No. 2: 5-20 Spring 97

Greene, Benjamin

Verbal abilities, gender, and the introductory economics course: A new look at an old assumption. *J Econ Ed*, Vol. 28, No. 1: 13-30 Winter 97

Greening, Sarah

Space and facilities database management program: College of Human Ecology. University of Minnesota, Master's thesis, 96

Greenlaw, M. Jean and Steve Tipps

A literature approach to middle grade math. *Clearings*, Vol. 71, No. 1: 9-13 Sep/Oct 97

Greenlaw, Paul S. and other authors

Civil rights for Americans working abroad. *JEB*, Vol. 72, No. 4: 221-223 Mar/Apr 97

Gremmen, Hans and Jan Potters

Assessing the efficacy of gaming in economic education. *J Econ Ed*, Vol. 28, No. 4: 291-303 Fall 97

Grensing-Pophal, Lin

It's showtime. *Off Sys*, Vol. 14, No. 2: 28, 30-33, 38 Feb 97

Gresham, Maria T.

Book review: Tools for team excellence: Getting your team into high gear and keeping it there by Gregory E. Huszczo. *HRD Qlty*, Vol. 8, No. 3: 269-272 Fall 97

Gresso, Donn W. and Joseph D. Keith

The relationship among leadership behaviors of leaders in training organizations, training methods, and organization profitability. *PIQ*, Vol. 10, No. 3: 56-66 97

Grewal, Dhruv and other authors

Socialization, gender, and adolescent's self-reports of their generalized use of product labels. *J Cons Aff*, Vol. 31, No. 2: 255-279 Winter 97

Griffin, Nathan and other authors

Accounting grade inflation. *JEB*, Vol. 72, No. 5: 273-277 May/June 97

Griffith, Richard

Critical issues in records management: Part I. *Off Sys*, Vol. 14, No. 9: 40-42, 44 Sep 97
**

Critical issues in records management: Part II. Off Sys, Vol. 14, No. 10: 16, 25, 27 Oct 97

**

Yes, they scan. Off Sys, Vol. 14, No. 4: 41-42, 44-45 Apr 97

Grimes, Paul W. and Charles A. Register
Career publications and academic job rank: Evidence from the class of 1968. J Econ Ed, Vol. 28, No. 1: 82-92 Winter 97

Gross, Susan H. and other authors
"Mapping" learning at the secondary level. Clearings, Vol. 70, No. 5: 279-285 May/June 97

Guffey, Mary Ellen
Formats for the citation of electronic sources in business writing. Bus Com Qtly, Vol. 60, No. 1: 59-76 Mar 97

Gump, John E.
Student perceptions of the cooperative education program in the College of Business at Eastern Kentucky University. KBEA J, Vol. 16-18 Spring 97

Gustafson, Rhonda Blanche
An employer follow-up study of the Turtle Mountain Community College 18-month administrative assistance graduates. University of North Dakota, Master's thesis, 96

Guynes, Carl S. and other authors
Electronic commerce on the WWW/Internet. J CIS, Vol. 38, No. 1: 20-25 Fall 97

Gyires, Tibor and Krishnan Muthuswamy
A bidirectional search approach for restoring circuits in communication networks. J CIS, Vol. 37, No. 2: 85-95 Winter 97

H

Haff, Christine M. and Billie Herrin
ace environment. NBEA Yrbk, No.

Hall, Jane P. and other authors
Faculty externships: Closing the gap between business higher education and business practice. KBEA J, Vol. 20-25 Spring 97

Hall, Jennifer
Job satisfaction of full-time business instructors in Southern Illinois Community Colleges and in Jamaica: Its influence on their performance. Southern Illinois University at Carbondale, Master's thesis, 96

Hall, John C. and other authors
Cost-consequences analysis: A case study. PIQ, Vol. 10, No. 3: 7-21 97

Hall, Pamela L. and Steven C. Ross
A survey of personal productivity software use by business professionals. J CIS, Vol. 37, No. 2: 27-36 Winter 97

Halle, Nicole and other authors
Ratee preferences concerning performance management and appraisal. HRD Qtly, Vol. 8, No. 4: 315-333 Winter 97

Halverson, Richard P., Jr. and Raymond R. Panko
Are two heads better than one? (At reducing errors in spreadsheet modeling). OSR J, Vol. 15, No. 1: 21-32 Spring 97

Hamilton, Alex
FM screening gets good reception. Publish, Vol. 12, No. 3: 64-68, 70-71 Mar 97

Hamilton, J. Brooke, III and other authors
Ethical questions regarding joint authorship: Business and nonbusiness faculty perceptions on noncontributing authorship. JEB, Vol. 72, No. 6: 325-330 July/Aug 97

Hancox, Melissa Gibson
Book review: On becoming a leader by Warren Bennis. Mid-Amer J Bus, Vol. 12, No. 1: 78-79 Spring 97

Hanke, Jon

Electronic whiteboards: Trusty sidekicks for digital-age presenters. *Present*, Vol. 11, No. 7: 45-46, 48-51 July 97

**

Large-screen presentation monitors and displays: Persuasive power tools for small audiences. *Present*, Vol. 11, No. 11: 57-58, 60, 62-65 Nov 97

**

Multiple personalities: Presentation programs aren't all alike. *Present*, Vol. 11, No. 6: 55-56, 58, 60-62 June 97

**

Presentation dream machines. *Present*, Vol. 11, No. 10: 71-72, 74, 76, 78, 82-83 Oct 97

**

The power of the cube. *Present*, Vol. 11, No. 5: 53-54, 56-58 May 97

**

Web-weaving 101. *Present*, Vol. 11, No. 9: 57-58, 60, 62, 64, 66 Sep 97

Hanna, Sherman and Hui Wang

Does risk tolerance decrease with age? *Fin C&P*, Vol. 8, No. 2: 27-31 97

**

—and other authors

Children's college as a saving goal. *Fin C&P*, Vol. 8, No. 1: 33-36 97

**

—and other authors

Emergency fund levels: Is household behavior rational? *Fin C&P*, Vol. 8, No. 1: 47-65 97

**

—and Peng Chen

Subjective and objective risk tolerance: Implications for optimal portfolios. *Fin C&P*, Vol. 8, No. 2: 17-26 97

Hannah, Gerald T. and other authors

The effects of work task manipulation and scheduling on patient load, revenue, eye-wear turnover, and utilization of staff and doctor time. *J Org Beh Mgt*, Vol. 17, No. 1: 3-35 97

Hannah, Richard L.

New communities of interest on the Internet. *Bus Ed Forum*, Vol. 52, No. 1: 20-22, 35 Oct 97

Hansel, Mary

Consumer economics curriculum for secondary students. Southern Illinois University at Edwardsville, Master's thesis, 96

Hansen, James D. and Lee Dexter

Quality multiple-choice test questions: Item-writing guidelines and an analysis of auditing testbanks. *JEB*, Vol. 73, No. 2: 94-97 Nov/Dec 97

Hardt, Paul

Book review: Seeing organizational patterns: A new theory and language of organizational design by Robert W. Keidel. *HRD Qtlly*, Vol. 8, No. 1: 81-84 Spring 97

Harler, Curt

56Kbps modems: Be aware before you buy. *Man Off Tech*, Vol. 42, No. 9: 40-41 Sep 97

**

How to present from afar. *Present*, Vol. 11, No. 10: 47, 50, 52-54, 56, 58, 60, 62, 64, 66, 68 Oct 97

**

Telecommuting: Making the commitment work. *Man Off Tech*, Vol. 42, No. 2: 18-21 Feb 97

Harp, Candice and other authors

Many paths to learning software. *T&D*, Vol. 51, No. 5: 81-84 May 97

Harper, Jeffery and other authors

The unidimensionality, validity, and reliability of Moore and Benbasat's relative advantage and compatibility scales. *J CIS*, Vol. 38, No. 1: 38-46 Fall 97

Harrington, Joseph E., Jr.

Book review: Games for business and economics by Roy Gardner. *J Econ Ed*, Vol. 28, No. 3: 285-288 Summer 97

Harris, Robert B. and William C. Kerby

Statewide performance assessment as a complement to multiple-choice testing in high school economics. *J Econ Ed*, Vol. 28, No. 2: 122-134 Spring 97

Harrison, David A. and other authors

How universities can help small businesses manage. *J CIS*, Vol. 37, No. 3: 79-84 Spring 97

Harrison, William B. and Dan Salandro

Determinants of the demand for home equity credit lines. *J Cons Aff*, Vol. 31, No. 2: 326-345 Winter 97

Hart, Sarah A. and other authors

Integration of communication/interpersonal skills in AACSB-Accredited schools with four-and five-year accounting programs. *DPE J*, Vol. 39, No. 1: 1-11 Winter 97

Hartley, James E. and Michael D. Robinson

Economic research at national liberal arts colleges: School rankings. *J Econ Ed*, Vol. 28, No. 4: 337-349 Fall 97

Hartman, Henry and Bob Crook

Faculty development video conferences: What we have learned. *THE J*, Vol. 24, No. 8: 69-72 Mar 97

Hartman, Sandra and Jin H. Im

The role of research in MIS faculty performance evaluation: An exploratory study. *J CIS*, Vol. 37, No. 3: 37-40 Spring 97

Harvey, Michael

Focusing the international personnel performance appraisal process. *HRD Qtly*, Vol. 8, No. 1: 41-62 Spring 97

Harwicke, Susan B. and other authors

Internet-based testing: A vision or reality? *THE J*, Vol. 25, No. 2: 61-64 Sep 97

Hassan, Che Norlia

Teaching keyboarding formatting/production skills on microcomputer versus electronic typewriter to secretarial science students enrolled at Mara Institute of Technology, Malaysia. Southern Illinois University at Carbondale, Master's thesis, 96

Hassett, Michael and Richard Pompian

Learning from business at the 1996 Western Regional Conference. *Bus Com Qtly*, Vol. 60, No. 3: 78-88 Sep 97

Hatcher, Barbara and Beverly A. Chiodo

A framed letter. *Bus Ed Forum*, Vol. 51, No. 3: 28-29, 31 Feb 97

Hatcher, Timothy G.

The ins and outs of self-directed learning. *T&D*, Vol. 51, No. 2: 34-39 Feb 97

**

—and Sara Ward

Framing: A method to improve performance analyses. *PIQ*, Vol. 10, No. 3: 84-103 97

Hatfield, Louise and other authors

The view from the trenches: A steering committee's retrospective on implementing the new AACSB accreditation standards. *JEB*, Vol. 72, No. 5: 289-292 May/June 97

Haukos, Michelle A.

A survey of Fergus Falls businesses to determine interests and perceptions of cooperative education. University of North Dakota, Master's thesis, 96

Hayhoe, Celia Ray

Book review: Encyclopedia of financial gerontology by Lois A. Vitt, Jung K. Siegenthaler, and Neal E. Cutler, editors. *Fin C&P*, Vol. 8, No. 1: 81 97

Hayne, Stephen C. and C. A. P. Smith
Decision making under time pressure: An investigation of decision speed and decision quality of computer-supported groups. *Mgt Com Qtly*, Vol. 11, No. 1: 97-126 Aug 97

Haynes, Paul
The new millennium reporter. *J CR*, Vol. 58, No. 9: 28-31 July 97

Haynes, Ray M. and Reza Pouraghabagher
Interactive distance education alliance (IDEA): Collaborative model delivers on demand. *THE J*, Vol. 24, No. 8: 60-62 Mar 97

Heady, Ronald B. and other authors
Evaluating instructors' perceptions of students' preparation for management curriculum. *JEB*, Vol. 73, No. 2: 77-84 Nov/Dec 97

Heath, Dan
Managing official reporters. *J CR*, Vol. 58, No. 8: 50-51 June 97
**

Reporting stars: The people of our profession. *J CR*, Vol. 58, No. 4: 26-35 Feb 97

Heath, Robert L. and Christine Diana Gay
Risk communication: Involvement, uncertainty, and control's effect on information scanning and monitoring by expert stakeholders. *Mgt Com Qtly*, Vol. 10, No. 3: 342-372 Feb 97

Hegji, Charles E. and Joy L. Clark
Integrating computer spreadsheet modeling into a microeconomics curriculum: Principles to managerial. *JEB*, Vol. 72, No. 4: 234-244 Mar/Apr 97

Heimes, Scott
The future of projection technology. *Present*, Vol. 11, No. 6: 30-32, 34-35 June 97

Video conferencing—You don't have to be present to present. *Present*, Vol. 11, No. 4: 34-36, 38, 40-41, 43-45 Apr 97

Heinrichs, Lynn
Managing Web growing pains in the business school. *JEB*, Vol. 72, No. 4: 245-249 Mar/Apr 97

Hemby, K. Virginia
Effects of keyboarding skill on self-reported computer anxiety among traditional versus nontraditional college students. *DPE J*, Vol. 39, No. 1: 24-38 Winter 97

**
Teaching adults in the business education classroom. *Bus Ed Forum*, Vol. 52, No. 1: 36-38 Oct 97

**
Using the World Wide Web to teach employment communication. *Bus Com Qtly*, Vol. 60, No. 1: 161-163 Mar 97

Hendrickson, Anthony R. and other authors
Predictive change to perceived information system use. *J CIS*, Vol. 37, No. 2: 96-100 Winter 97

Henebry, Kathleen
The impact of class schedule on student performance in a financial management course. *JEB*, Vol. 73, No. 2: 114-120 Nov/Dec 97

Henry, James and other authors
From the student perspective: Why enroll in an introductory marketing course? *JME*, 65-76 Spring 97

Henry, John W. and Mark J. Martinko
An attributional analysis of the rejection of information technology. *J EUC*, Vol. 9, No. 4: 3-17 Fall 97

Hequet, Marc
How does multimedia change training? *Present*, Vol. 11, No. 2: A20-A22 Feb 97

Hequet, Marc and Jack Gordon

Live & in person. Training, Vol. 34, No. 3: 24-31 Mar 97

Herbert, Mellanie and Mary Margaret Hosler

Longitudinal perspective and current profile: Eighteen years of office systems graduate follow-up. JEB, Vol. 72, No. 3: 144-148 Jan/Feb 97

Hernandez, Carmen

The effect of previous keyboarding instruction on achievement of students taking introductory computer application courses. Lehman College, City University of New York, Master's thesis, 96

Herndon, Sandra L.

Theory and practice: Implications for the implementation of communication technology in organizations. J Bus Com, Vol. 34, No. 1: 121-129 Jan 97

Herr, Serena

1997 grand makeover. Publish, Vol. 12, No. 6: 74-81 June 97

**

1997 impact awards. Publish, Vol. 12, No. 12: 52-62 Dec 97

**

1997 paper directory. Publish, Vol. 12, No. 9: 63-72 Sep 97

**

7 ways to build a Web page. Publish, Vol. 12, No. 4: 49-63 Apr 97

**

Web designer: Online design grows up. Publish, Vol. 12, No. 10: 89-91, 94-95 Oct 97

Herrin, Billie and Christine M. Haff

Workplace environment. NBEA Yrbk, No. 35: 30-46 97

Herrmann, Robert O.

Book review: The consumer society, volume 2: Frontier issues in economic thought by Neva R. Goodwin, Frank Ackerman, and David Kiron. J Cons Aff, Vol. 31, No. 2: 391-394 Winter 97

Herschel, Richard T. and Patricia Hayes Andrews

Ethical implications of technological advances on business communication. J Bus Com, Vol. 34, No. 2: 160-170 Apr 97

Heshizer, Brian and other authors

Gender differences in the attitudes of teenagers toward unions. Mid-Amer J Bus, Vol. 12, No. 2: 47-56 Fall 97

Hettinger, James

Degree by e-mail. Techniques, Vol. 72, No. 7: 21-23 Oct 97

Hickman, Kent A. and other authors

Incorporating research design and estimation tools in the finance curriculum. JEB, Vol. 72, No. 3: 181-184 Jan/Feb 97

Higgins, Gary and Jamie Comstock

Appropriate relational messages in direct selling interaction: Should salespeople adapt to buyers' communicator style? J Bus Com, Vol. 34, No. 4: 401-418 Oct 97

Highland, Patrick J.

Voice recognition technology. Bus Ed Forum, Vol. 52, No. 1: 30-32 Oct 97

Hightower, Ross and other authors

A survey into productivity measures in the information systems function. J CIS, Vol. 37, No. 4: 74-81 Summer 97

Hildebrand, Janet E.

The company division meeting: A business communication simulation. Bus Com Qtly, Vol. 60, No. 3: 96-106 Sep 97

Hill, Tom and other authors

You want tomatoyotes, I want tomahtoes.
Training, Vol. 34, No. 6: 56-60, 62 June 97

Hill, William and Joan Mullin

The evaluator as evaluated: The role of
formative assessment in history class. Clear-
ings, Vol. 71, No. 2: 88-91 Nov/Dec 97

Hillinger, Michael L.

What's really new about multimedia. T&D,
Vol. 51, No. 8: 46-47, 49-52, 54-55 Aug 97

Hillstrom, Gena

DECA retail lab: A manual for training
school store employees at Mahtomedi High
School. University of Minnesota, Master's
thesis, 96

Hinchey, Patricia H.

Teacher leadership. Clearings, Vol. 70,
No. 5: 233-235 May/June 97

**

—and other authors

Professors and teachers as collaborators in
classroom change. Clearings, Vol. 70, No.
5: 243-245 May/June 97

Hinkin, Sue

E-handouts extend your message beyond
the presentation room. Present, Vol. 11, No.
12: 28-29 Dec 97

**

Follow the bouncing bullet: Add animation
to your presentations. Present, Vol. 11, No.
7: 31-32 July 97

**

Set the scene: 9 design tips for creating
better backgrounds. Present, Vol. 11, No. 1:
29, 32 Jan 97

Hinneberg, Nancy B. and Amy W.

Coughlin

Electronic information and the records man-
ager. Recs Mgt Qtly, Vol. 31, No. 4: 20-22,
24-26 Oct 97

Hoadley, Diane and Srinivasan

Ragothaman

Integrating the Internet and the World Wide
Web into the business classroom: A synthe-
sis. JEB, Vol. 72, No. 4: 213-216 Mar/Apr
97

Hobson, Eric H.

Formative assessment: An annotated bibli-
ography. Clearings, Vol. 71, No. 2: 123-
125 Nov/Dec 97

Hoffer, George E.

Book review: Studebaker: The life and
death of an American corporation by
Donald T. Critchlow. J Cons Aff, Vol. 31,
No. 2: 386-389 Winter 97

Hoffman, James J.

A two stage model for the introduction of
products into international markets. J
Global Mkt, Vol. 11, No. 1: 65-86 97

Hogg, Amanda and other authors

The effectiveness of task clarification, posi-
tive reinforcement and corrective feedback
in changing courtesy among police staff. J
Org Beh Mgt, Vol. 17, No. 1: 65-99 97

Hoggatt, Jack and Gregg Condon

New directions for an old department. JEB,
Vol. 72, No. 6: 331-335 July/Aug 97

Holden, Ellsworth and other authors

Mandatory use of electronic mail and user
acceptance: A case study. Mid-Amer J Bus,
Vol. 12, No. 2: 57-61 Fall 97

Hollwitz, John C. and Donna R.

Pawlowski

The development of a structured ethical
integrity interview for pre-employment
screening. J Bus Com, Vol. 34, No. 2: 203-
219 Apr 97

Holmes, Jeanne and Ellen Clizbe

Facing the 21st century. Bus Ed Forum,
Vol. 52, No. 1: 33-35 Oct 97

Holpp, Lawrence

Teams: It's all in the planning. *T&D*, Vol. 51, No. 4: 44-47 Apr 97

Holsapple, Clyde W. and William P. Wagner

Knowledge acquisition frameworks: A case study of their development and assessment. *J CIS*, Vol. 37, No. 2: 13-20 Winter 97

Holton, F., III and other authors

Final word: Reply to Newstrom's and Tang's reactions. *HRD Qtly*, Vol. 8, No. 2: 145-149 Summer 97

**

—and other authors

Toward construct validation of a transfer climate instrument. *HRD Qtly*, Vol. 8, No. 2: 95-113 Summer 97

Hope, Warren C.

Teachers, computer technology, and the change process. *Clearings*, Vol. 70, No. 4: 191-193 Mar/Apr 97

Hopson, Joyce M.

A comparative study of factors leading to the retention of African American students and non-minority students enrolled in business programs at a Northeast Florida Community College. University of Missouri—Columbia, Doctoral dissertation, 96

Hornaday, Robert W.

Changing institutional norms and behavior, not culture: Experiential learning comes to Myanmar. *J Teach Int Bus*, Vol. 8, No. 4: 39-48 97

Horney, Nicholas and other authors

Seven ways to make your training department one of the best. *T&D*, Vol. 51, No. 8: 20-28 Aug 97

Hosler, Mary Margaret and Mellanie Herbert

Longitudinal perspective and current profile: Eighteen years of office systems graduate follow-up. *JEB*, Vol. 72, No. 3: 144-148 Jan/Feb 97

Hotle, Matthew and Lou Marcoccio

Business survival is business success. *Man Off Tech*, Vol. 42, No. 12: 16-18 Dec 97

Howard, Larry W. and Joseph B. Mosca

Grounded learning: Breathing life into business education. *JEB*, Vol. 73, No. 2: 90-93 Nov/Dec 97

Howell, Curtis

The relationship between nontraditional student enrollment and expenditures at community colleges. Northern Illinois University, Doctoral dissertation, 96

Hoyt, William B.

Technology and accounting methodology. *NBEA Yrbk*, No. 35: 101-111 97

Hrivnak, Mary W. and other authors

Gender differences in the attitudes of teenagers toward unions. *Mid-Amer J Bus*, Vol. 12, No. 2: 47-56 Fall 97

Huang, Albert H.

Online training: A new form of computer-based training. *JEB*, Vol. 73, No. 1: 35-38 Sep/Oct 97

Huang, Henry C. and Shih-Chang Hung

A QBI system in the Chinese environment and its cybernetic implications. *J CIS*, Vol. 37, No. 3: 16-20 Spring 97

Hubbard, Joan C. and other authors

Who's watching us now: Monitoring employee's work. *J CIS*, Vol. 37, No. 2: 41-43 Winter 97

Hubiak, William A.

Mental models of quality. PIQ, Vol. 10, No. 4: 31-50 97

Huei, Lee Chia and other authors

Telecommuting in Singapore: Current status and a comparison with other countries. J Global IM, Vol. 5, No. 1: 27-35 Winter 97

Huettner, David A. and William Clark

Comparative research productivity measures for economics departments. J Econ Ed, Vol. 28, No. 3: 272-278 Summer 97

Hughes, Herman Woodrow and other authors

Dialogic reflection and journaling. Clearings, Vol. 70, No. 4: 187-190 Mar/Apr 97

Hugstad, Paul

Marketing the marketing major. JME, 4-13 Spring 97

Hugstad, Paul S. and Catherine T. Atwong

Internet technology and the future of marketing education. JME, 44-55 Fall 97

Hui, Michael and other authors

A multidimensional perspective on acculturation and its relative impact on consumption of convenience foods. J Int Cons Mkt, Vol. 10, No. 1/2: 33-56 97

Hult, G. Tomas M. and other authors

Faculty perceptions of marketing journals. JME, 37-52 Spring 97

Humphries, Sharon and Rebecca Dowden

Using e-mail in computer assisted freshman composition and rhetoric. THE J, Vol. 24, No. 10: 74-75 May 97

Hung, Shih-Chang and Henry C. Huang
A QBI system in the Chinese environment and its cybernetic implications. J CIS, Vol. 3: 16-20 Spring 97

Hunter, Jennie and other authors

Bullets, boxes, and borders. NABTE Rev, No. 24: 8-19 97

Hurwicz, Mike

Color lasers hit the spot. Publish, Vol. 12, No. 5: 74-78, 80 May 97

**

Expand your view. Publish, Vol. 12, No. 7: 64-70 July 97

**

The plain truth. Publish, Vol. 12, No. 2: 79, 81-83 Feb 97

Huston, Sandra J. and Y. Regina Chang

Adequate emergency fund holdings and household type. Fin C&P, Vol. 8, No. 1: 37-46 97

Hutchinson, Kevin L. and Diane S.

Brefka

Personnel administrators' preferences for resume content: Ten years after. Bus Com Qtlly, Vol. 60, No. 2: 67-75 June 97

Hyder, Sharon and Robert L. Sanders

Compromise and the art of records management: The Union 76 example. Recs Mgt Qtlly, Vol. 31, No. 2: 45-48 Apr 97

Hyman, Michael R. and other authors

An advertising test of the work ethic in the U.K. and the U.S. J Int Cons Mkt, Vol. 9, No. 3: 57-77 97

I

Icenogle, Marjorie L. and other authors

A managerial perspective: Oral communication competency is most important for business students in the workplace. J Bus Com, Vol. 34, No. 1: 67-80 Jan 97

Im, Jin H. and Sandra Hartman

The role of research in MIS faculty performance evaluation: An exploratory study. J CIS, Vol. 37, No. 3: 37-40 Spring 97

Inman, Duane and other authors

Beginning teachers: Are they still leaving the profession? Clearings, Vol. 70, No. 4: 211-214 Mar/Apr 97

Irvine, Christine M. and other authors

Surfing in the classroom: Using communication technologies in education for business. J Bus Train Ed, Vol. 6 65-76 97

Iwu, Hilary O.

Assets and liabilities of the Kentucky's new teacher standards: Opinions of NABTE-member institutions in the SBEA region. KBEA J, Vol. 8-10 Spring 97

Iyengar, J. V.

Information value—A utility approach. J CIS, Vol. 37, No. 2: 37-40 Winter 97

Iyer, Gopalkrishnan R. and Jukti K. Kalita

The impact of country-of-origin and country-of-manufacture cues on consumer perceptions of quality and value. J Global Mkt, Vol. 11, No. 1: 7-28 97

J**Jackson, Pat**

Reputation management. Techniques, Vol. 72, No. 6: 26-27 Sep 97

Jackson, Shari and other authors

ScienceWare's Model-It: Technology to support authentic science inquiry. THE J, Vol. 25, No. 3: 54-56 Oct 97

Jackson, Shelley Borrer

Overcoming faculty's fear and loathing: One principal's approach. THE J, Vol. 25, No. 4: 65-66 Nov 97

Jain, Rekha

A diffusion model for public information systems in developing countries. J Global IM, Vol. 5, No. 1: 4-15 Winter 97

Jameson, Daphne A.

World-class challenges for business communication: Concepts, competence, and connections. Bus Com Qtlly, Vol. 60, No. 2: 144-149 June 97

Jankovich, Jackie L. and Karen Sterkel Powell

An implementation model for a communication across the curriculum program. Bus Com Qtlly, Vol. 60, No. 2: 9-19 June 97

Jankovich, Jacky and other authors

Research design decisions: An integrated quantitative and qualitative model for decision-making researchers (You too can be lord of the rings). PIQ, Vol. 10, No. 3: 22-36 97

Javalgi, Rajshekhar G. and other authors

Advertiser's relative reliance on collectivism-individualism appeals: A cross-cultural study. J Int Cons Mkt, Vol. 9, No. 3: 43-55 97

**

—and other authors

The international marketing literature: Topics, trends and contributors. J Teach Int Bus, Vol. 8, No. 3: 21-43 97

Jennings, Myrena S. and Janna P. Vice

The employment portfolio—The competitive edge. KBEA J, Vol. 12-13 Spring 97

Jentzsch, Ric

Book review: Database: Models, languages, design by James L. Johnson. J DBM, Vol. 9, No. 1: 40-41 Winter 97

Jiang, James and other authors

Clustering cases for case-based reasoning systems. J CIS, Vol. 38, No. 1: 30-37 Fall 97

Jiang, James J. and other authors

Computer attitudes of marketing managers: An empirical analysis. J CIS, Vol. 37, No. 4: 44-47 Summer 97

Joesch, Jutta M.

Book review: Medicine worth paying for: Assessing medical innovations by Howard S. Frazier and Frederick Mosteller. *J Cons Aff*, Vol. 31, No. 1: 168-171 Summer 97

Johannessen, Larry R. and Elizabeth A. Kahn

Teaching English language arts for a technological age. *Clearings*, Vol. 70, No. 6: 305-310 July/Aug 97

Johnson, Betty S.

Communication in a changing environment. *NBEA Yrbk*, No. 35: 112-118 97

**

—and other authors

Surfing in the classroom: Using communication technologies in education for business. *J Bus Train Ed*, Vol. 6 65-76 97

Johnson, Denise M. and other authors

Multinational business gaming: Is gender important? *J Teach Int Bus*, Vol. 8, No. 4: 65-82 97

Johnson, Linda Ellis and other authors

The business data communications undergraduate course: MIS educators' perspectives. *OSR J*, Vol. 15, No. 1: 7-11 Spring 97

Johnson, Scott D. and other authors

Multinational business gaming: Is gender important? *J Teach Int Bus*, Vol. 8, No. 4: 65-82 97

Johnston, Peter

Arabian horse world sets the pace. *IRM J*, Vol. 10, No. 4: 74-78 Fall 97

Jones, Carolee and other authors

Employers' perceptions of work skills. *Bus Ed Forum*, Vol. 51, No. 4: 11-17 Apr 97

Jones, Gayla

Preparation of business teachers for workplace skills instruction. Southern Illinois University at Carbondale, Master's thesis, 96

Jones, Jack W. and other authors

Information management as perceived by CIOs in three Pacific Rim countries. *J Global IM*, Vol. 5, No. 3: 5-16 Summer 97

Jones, Scott L.

A guide to using color effectively in business communication. *Bus Com Qtly*, Vol. 60, No. 2: 76-88 June 97

Jones, Virginia A.

Disc and that. *Off Sys*, Vol. 14, No. 4: 50-52 Apr 97

Jopson, Jana and Hershella Smith

A job by any other name. *T&D*, Vol. 51, No. 6: 28-30 June 97

Jordan, Ann

"What I did over my summer vacation . . ." *Techniques*, Vol. 72, No. 6: 40-41 Sep 97

Jossi, Frank

From welfare to work. *Training*, Vol. 34, No. 4: 44-46, 48-50 Apr 97

Jovanovic, Vladan and Dan Shoemaker

Enhancing technical student proficiency in global competition. *J CIS*, Vol. 38, No. 1: 100-103 Fall 97

Joyce, Marguerite Shane and Carol Blaszczynski

Keyboarding instruction at NABTE Institutions: Are we teaching techniques to reduce CRT incidence? *DPE J*, Vol. 38, No. 4: 195-208 Fall 96

Joyner, Randy L. and other authors

Establishing electronic keyboarding speed and accuracy timed-writing standards for postsecondary students. *Bus Ed Forum*, Vol. 51, No. 3: 33-38 Feb 97

Junk, Virginia W. and other authors

Preretirees' perception of retirement income. *Fin C&P*, Vol. 8, No. 2: 41-55 97

Juric, Biljana and other authors

From the student perspective: Why enroll in an introductory marketing course? *JME*, 65-76 Spring 97

Jurkovic, Joan and Steve Cohen

Learning from a masterpiece. *T&D*, Vol. 51, No. 11: 66-70 Nov 97

K**Kadiyala, Rambabu and other authors**

The design of a knowledge based component to support information re-engineering. *J CIS*, Vol. 37, No. 2: 44-53 Winter 97

Kahn, Elizabeth A. and Larry R. Johannessen

Teaching English language arts for a technological age. *Clearings*, Vol. 70, No. 6: 305-310 July/Aug 97

Kahnweiler, William and Fred L. Otte

In search of the soul of HRD. *HRD Qtly*, Vol. 8, No. 2: 171-181 Summer 97

Kalita, Jukti K. and Gopalkrishnan R. Iyer

The impact of country-of-origin and country-of-manufacture cues on consumer perceptions of quality and value. *J Global Mkt*, Vol. 11, No. 1: 7-28 97

Kanevsky, Lannie and other authors

Dialogic reflection and journaling. *Clearings*, Vol. 70, No. 4: 187-190 Mar/Apr 97

Kao, Y. Emily and Flora L. Williams

Value of home equity used in reverse mortgages as a potential source of income for elderly Americans. *Fin C&P*, Vol. 8, No. 2: 57-64 97

Kapes, Jerome T. and other authors

Internet-based testing: A vision or reality? *THE J*, Vol. 25, No. 2: 61-64 Sep 97

Kappelman, Leon A. and other authors

A comprehensive model for assessing the quality and productivity of the information systems function: Toward a theory for information systems assessment. *IRM J*, Vol. 10, No. 1: 6-25 Winter

Kapur, Gopal

IT project management can succeed! *Man Off Tech*, Vol. 42, No. 7: 22 July 97

Karayan, Silva S. and Judith A. Crowe

Student perceptions of electronic discussion groups. *THE J*, Vol. 24, No. 9: 69-71 Apr 97

Kathawala, Yunus and Dean Elmuti

Self-managing teams, quality of work life, and productivity: A field study. *Mid-Amer J Bus*, Vol. 12, No. 1: 19-25 Spring 97

Katsanis, Lea Prevel and M. V. Thakor

A model of brand and country effects on quality dimensions: Issues and implications. *J Int Cons Mkt*, Vol. 9, No. 3: 79-100 97

Kaufman, Roger and other authors

Cost-consequences analysis: A case study. *PIQ*, Vol. 10, No. 3: 7-21 97

Kaupins, Gundars

Trainer opinions of popular corporate training methods. *JEB*, Vol. 73, No. 1: 5-8 Sep/Oct 97

Kawamoto, Wayne

Pixel the possibilities. *Present*, Vol. 11, No. 8: 47-52 Aug 97

Keegan, Linda and Sherri Rose

The good news about desktop learning.
T&D, Vol. 51, No. 6: 24-27 June 97

Keil, Janice C. and John J. Olivo

The university supervisor's view of student teaching. Bus Ed Forum, Vol. 52, No. 2: 37-40 Dec 97

Keith, Joseph D. and Donn W. Gresso

The relationship among leadership behaviors of leaders in training organizations, training methods, and organization profitability. PIQ, Vol. 10, No. 3: 56-66 97

Kelleher, William E. and other authors

The group embedded figures test: Undergraduate business concentration and analytical skills. JEB, Vol. 73, No. 1: 39-42 Sep/Oct 97

Kelly, Kathleen and Natalie Taylor Weaver

A heuristic for generating and organizing the strategy or policy report. Bus Com Qtrly, Vol. 60, No. 1: 31-40 Mar 97

Kenne, J. P. and other authors

The concept of the computer integrated office automation system in developing countries. OSR J, Vol. 15, No. 1: 42-49 Spring 97

Kennickell, Arthur B. and other authors

Saving and financial planning: Some findings from a focus group. Fin C&P, Vol. 8, No. 1: 1-8 97

Kenny, Dallas

Teaching the net without a net: Custom simulations boost freshmen's PC skills. THE J, Vol. 24, No. 7: 87-91 Feb 97

Kerby, William C. and Robert B. Harris

Statewide performance assessment as a complement to multiple-choice testing in high school economics. J Econ Ed, Vol. 28, No. 3: 122-134 Spring 97

Kerns, Georgia M. and Todd DeMitchell

Where to educate Rachel Holland? Does least restrictive environment mean no restrictions? Clearings, Vol. 70, No. 3: 161-166 Jan/Feb 97

Kerr, Deborah

Get with the mail management programs. Off Sys, Vol. 14, No. 8: 11, 13, 15-16 Aug 97

Kerton, Robert R.

Book review: Private markets in health and welfare: An international perspective by Norman Johnson, editor. J Cons Aff, Vol. 31, No. 1: 171-175 Summer 97

Kesh, Someswar

Intelligent CASE: An architecture and empirical study. J CIS, Vol. 37, No. 3: 69-73 Spring 97

Khalifa, Mohamed and Jamshid Etezadi

Telecommuting: A study of employees' beliefs. J CIS, Vol. 38, No. 1: 78-85 Fall 97

Khalil, Omar E. M.

Implications for the role of information systems in a business process reengineering environment. IRM J, Vol. 10, No. 1: 36-43 Winter

**

—and Manal M. Elkordy

The relationship of some personal and situational factors to IS effectiveness: Empirical evidence from Egypt. J Global IM, Vol. 5, No. 2: 22-34 Spring 97

Khazzaka, Joseph

The instructional leader as cultural mediator. Clearings, Vol. 70, No. 3: 121-124 Jan/Feb 97

Khosrowpour, Mehdi and Deborah Greenawalt

The IRM curriculum model: An international curriculum model for a 4-year undergraduate program. *IRM J*, Vol. 10, No. 2: 5-20 Spring 97

Khvilon, Evgueni A. and Mariana Patru
UNESCO's mission in the promotion of international cooperation. *THE J*, Vol. 24, No. 6: 58-60 Jan 97

Kidder, Rushworth M.

It's a matter of ethics: Surviving through ethics, Part II. *J CR*, Vol. 58, No. 3: 50-51 Jan 97

Kienzler, Donna S.

Visual ethics. *J Bus Com*, Vol. 34, No. 2: 171-187 Apr 97

Kieran, Michael

Covering all the bases. *Publish*, Vol. 12, No. 2: 64-70 Feb 97

Kim, Chankon and other authors

A multidimensional perspective on acculturation and its relative impact on consumption of convenience foods. *J Int Cons Mkt*, Vol. 10, No. 1/2: 33-56 97

Kim, Choong Nyong and other authors

Information management as perceived by CIOs in three Pacific Rim countries. *J Global IM*, Vol. 5, No. 3: 5-16 Summer 97

Kim, Chung and Heidi Perreault

A framework for combining social and technical aspects in the business process reengineering planning process. *OSR J*, Vol. 15, No. 1: 51-56 Spring 97

Kimmerling, George

A licensing primer for trainers. *T&D*, Vol. 51, No. 1: 30-35 Jan 97

King, Granville III

The effects of interpersonal closeness and issue seriousness on blowing the whistle. *J Bus Com*, Vol. 34, No. 4: 419-436 Oct 97

King, Phyllis A. and other authors

A marketing education opportunity: Taking the FastTrac. *Bus Ed Forum*, Vol. 52, No. 2: 33-36, 51 Dec 97

King, Thelma C. and Lillie Anderton-Lewis

An assessment of global communication awareness achieved through teamwork. *DPE J*, Vol. 39, No. 1: 12-23 Winter 97

Kinsey, Jean D.

Book review: Vitamania: Vitamins in American culture by Rima D. Apple. *J Cons Aff*, Vol. 31, No. 2: 376-380 Winter 97

Kinzer, Tom

Spinning a yarn. *Techniques*, Vol. 72, No. 8: 18-20 Nov/Dec 97

Kislingbury, Mark

Cyberspace chess. *J CR*, Vol. 59, No. 1: 58-59 Nov 97

Kitalong, Karla Saari

Book review: Case studies in international technical communication by Nancy L. Hoft. *Bus Com Qtly*, Vol. 60, No. 4: 132-134 Dec 97

Klein, Barbara D.

How do actuaries use data containing errors? Models of error detection and error correction. *IRM J*, Vol. 10, No. 4: 27-36 Fall 97

Klein, Jonathan T. and other authors

ScienceWare's Model-It: Technology to support authentic science inquiry. *THE J*, Vol. 25, No. 3: 54-56 Oct 97

Knott, Katherine B. and Elizabeth J. Natalie

Sex differences, organizational level, and superiors' evaluation of managerial leadership. *Mgt Com Qtly*, Vol. 10, No. 4: 523-540 May 97

Koch, Adam J.

Marketing curriculum: Designing its new logic and structure. *JME*, 2-16 Fall 97

Kochanski, Jim

Competency-based management. *T&D*, Vol. 51, No. 10: 40-44 Oct 97

Kohl, John P. and other authors

AIDS in the workplace: The response of American business schools. *JEB*, Vol. 73, No. 2: 98-101 Nov/Dec 97

**

—and other authors

Civil rights for Americans working abroad. *JEB*, Vol. 72, No. 4: 221-223 Mar/Apr 97

Koonce, Richard

Language, sex, and power: Women and men in the workplace. *T&D*, Vol. 51, No. 9: 34-39 Sep 97

**

—and other authors

Seven ways to make your training department one of the best. *T&D*, Vol. 51, No. 8: 20-28 Aug 97

Kooy, Mary and other authors

Dialogic reflection and journaling. *Clearings*, Vol. 70, No. 4: 187-190 Mar/Apr 97

Korbel, Chris

The Internet: Teaching resource or toy for idle minds? *MBA Today*, Vol. 62, No. 1: 5 Apr 97

Korth, Sharon J.

Planning HRD interventions: What, why, and how. *PIQ*, Vol. 10, No. 4: 51-71 97

Krajcik, Joseph S. and other authors

ScienceWare's Model-It: Technology to support authentic science inquiry. *THE J*, Vol. 25, No. 3: 54-56 Oct 97

Krajewski, Lorraine and Gwendolyn Smith

From letter writing to report writing: Bridging the gap. *Bus Com Qtly*, Vol. 60, No. 4: 88-90 Dec 97

Krapels, Roberta H. and Cathy Ryan

Organizations and internships. *Bus Com Qtly*, Vol. 60, No. 4: 126-131 Dec 97

**

—and Frederick K. Moss

Organizations and e-mail usage. *Bus Com Qtly*, Vol. 60, No. 3: 117-123 Sep 97

**

—and Vanessa D. Arnold

Speaker credibility in persuasive work situations. *Bus Ed Forum*, Vol. 52, No. 2: 24-26 Dec 97

Krattenmaker, Tom

Featured performers. *Off Sys*, Vol. 14, No. 11: 46, 48-49 Nov 97

Krause, Tim

Preparing an online resume. *Bus Com Qtly*, Vol. 60, No. 1: 159-161 Mar 97

Krebs, Sylvia

South Ocean International School: Private education in China. *Clearings*, Vol. 70, No. 6: 331-332 July/Aug 97

Krehbiel, Timothy C. and other authors

Using student disconfirmation as a measure of classroom effectiveness. *JEB*, Vol. 72, No. 4: 224-229 Mar/Apr 97

Kress, Michael and other authors

Improving high school students' performance via discovery learning, collaboration and technology. *THE J*, Vol. 24, No. 10: 62-65 May 97

Krider, Diane S. and Peter G. Ross

The experiences of women in a public relations firm: A phenomenological explication. *J Bus Com*, Vol. 34, No. 4: 437-454 Oct 97

Krishnan, Krish S. and other authors

Effective pedagogy for student-team projects. *JME*, 26-42 Summer 97

Krizan, A. C. "Buddy" and Joyce P.

Logan

Reform and regulations. *NBEA Yrbk*, No. 35: 67-78 97

Krone, Kathleen J. and other authors

Approaches to managerial influence in the People's Republic of China. *J Bus Com*, Vol. 34, No. 3: 289-315 July 97

**

—and other authors

Managerial emotionality in Chinese factories. *Mgt Com Qtly*, Vol. 11, No. 1: 6-50 Aug 97

Kropp, Fredric and other authors

Conflict in international channels of distribution. *J Global Mkt*, Vol. 11, No. 2: 5-22 97

Krovi, Ravi and other authors

The design of a knowledge based component to support information re-engineering. *J CIS*, Vol. 37, No. 2: 44-53 Winter 97

Kuchinke, K. Peter

Employee expertise: The status of the theory and the literature. *PIQ*, Vol. 10, No. 4: 72-86 97

Kumar, Ashok and other authors

Clustering cases for case-based reasoning systems. *J CIS*, Vol. 38, No. 1: 30-37 Fall 97

Kumar, Kamalesh and other authors

Value profiles of business students in the 1960s and in the 1990s: A comparison. *J Bus Com*, Vol. 34, No. 3: 140-143 Jan/Feb 97

Kunkel, J. Gregory and William E.

Shafer

Effects of student team learning in undergraduate auditing courses. *JEB*, Vol. 72, No. 4: 197-200 Mar/Apr 97

Kurschner, Dale

Getting credit. *Training*, Vol. 34, No. 6: 52-54 June 97

Kustron, Konnie G.

Searching the World Wide Web. *Recs Mgt Qtly*, Vol. 31, No. 3: 8-10, 12, 22 July 97

Kwon, Kyoung-In and Songchun Moon

Semantic multigranularity locking for object-oriented database management systems. *J DBM*, Vol. 8, No. 2: 23-33 Spring 97

L**Labar, Gregg**

Ergonomics for the "virtual office." *Man Off Tech*, Vol. 42, No. 10: 22-24 Oct 97

LaBonty, Dennis

A comparison of spaced or massed scheduling and live or video instruction in a micro-computer applications course. *NABTE Rev*, No. 24: 35-39 97

LaBonty, Dennis J.

The spacing effect: What is it? And how can it impact on your business curriculum? *J Bus Train Ed*, Vol. 5, No. 1: 64-75 96

Lachance, Katie

Managing your money with personal finance software. *J CR*, Vol. 59, No. 2: 34-36 Dec 97

Lacity, Mary C. and Ashok Subramanian

Determinants of variability in function point estimates. *J EUC*, Vol. 9, No. 4: 19-28 Fall 97

Ladd, Paula D. and Ralph Ruby, Jr.

Statewide responsibility and its effect on due process. *Bus Ed Forum*, Vol. 52, No. 2: 41-44 Dec 97

Lagatree, Kirsten

Ancient Chinese wisdom for the modern workplace. *T&D*, Vol. 51, No. 1: 26-29 Jan 97

Lai, Vincent S.

Decision support systems applications: An empirical assessment of their usage in small businesses. *J CIS*, Vol. 37, No. 2: 101-107 Winter 97

Lambe, Brenda

A study to determine if the basic clerical skills being taught in selected counties of Southwest Missouri are the same basic clerical skills employers in these counties expect entry-level clerical employees to possess. Southwest Missouri State University, Master's thesis, 96

Lambrech, Judith J.

Book review: The complete computer trainer by Paul Clothier. *J Bus Train Ed*, Vol. 6 101-111 97

**

Teaching problem solving for employment preparation. *J Bus Train Ed*, Vol. 6 17-49 97

Lamont, Lawrence M. and Ken Friedman

Meeting the challenges to undergraduate marketing education. *JME*, 17-30 Fall 97

Landon, Scott

The benefits of a college education. *J CR*, Vol. 58, No. 10: 44 Aug/Oct 97

Lane, Judy and other authors

Employers' perceptions of work skills. *Bus Ed Forum*, Vol. 51, No. 4: 11-17 Apr 97

Langdana, F. K. and other authors

A factor analytic study of teaching methods that influence retention among MBA alumni. *JEB*, Vol. 72, No. 5: 297-302 May/June 97

Langemo, Mark

Get with the program. *Off Sys*, Vol. 14, No. 3: 40, 42-44 Mar 97

**

Born to be filed. *Off Sys*, Vol. 14, No. 6: 24, 26, 28, 30, 32, 34 June 97

**

Flirting with disaster. *Off Sys*, Vol. 14, No. 10: 36, 38-39 Oct 97

**

Prior knowledge. *Off Sys*, Vol. 14, No. 4: 22, 24 Apr 97

**

Sharper with imaging. *Off Sys*, Vol. 14, No. 4: 26, 28, 30, 32-33 Apr 97

**

Strategies for developing and strengthening records management programs. *Recs Mgt Qlty*, Vol. 31, No. 3: 3-4, 6-7 July 97

Lanier, Michael T. and other authors

Faculty externships: Closing the gap between business higher education and business practice. *KBEA J*, Vol. 20-25 Spring 97

Lanier, Patricia A. and other authors

Evaluating instructors' perceptions of students' preparation for management curricula. *JEB*, Vol. 73, No. 2: 77-84 Nov/Dec 97

Lapidus, Richard S.

Book reviews: Global marketing strategies by Jean-Pierre Jeannet and H. David Hennessey. *J Global Mkt*, Vol. 10, No. 3: 91-95 97

Laroche, Michel and other authors

A multidimensional perspective on acculturation and its relative impact on consumption of convenience foods. *J Int Cons Mkt*, Vol. 10, No. 1/2: 33-56 97

Larsen, Trina and other authors

Global marketing channels and the standardization controversy. *J Global Mkt*, Vol. 11, No. 1: 49-64 97

Larson, Lars and other authors

Computer attitudes of marketing managers: An empirical analysis. *J CIS*, Vol. 37, No. 4: 44-47 Summer 97

Lasley, Kathy

A descriptive study of the current knowledge of Reeds Spring High School students and parents regarding tech prep and the job market forecast of 2000+. Southwest Missouri State University, Master's thesis, 96

Latshaw, Jamie

On time recorders. *Off Sys*, Vol. 14, No. 8: 36, 38-39 Aug 97

Lau, Sim Kim and other authors

Information systems skills: A comparison of perceptions between information systems professionals from Indonesian and Malaysian organizations. *J CIS*, Vol. 37, No. 3: 60-68 Spring 97

Lauber, Gerald

Preparing students for a changing future: How one New York school district restructured its educational focus with technology. *THE J*, Vol. 24, No. 8: 63-65 Mar 97

Laufer, Doug and Clifford Nowell

Undergraduate student cheating in the fields of business and economics. *J Econ Ed*, Vol. 28, No. 1: 3-12 Winter 97

Law, Joe and Christina Murphy

Formative assessment and the paradigms of writing center practice. *Clearings*, Vol. 71, No. 2: 106-108 Nov/Dec 97

Layne, Virginia

Factors which affect the attitudes of adult students towards computer competencies. Lehman College, City University of New York, Master's thesis, 96

Lee, Chris

Trust me. Training, Vol. 34, No. 1: 28-32, 34-37 Jan 97

Lee, Jaesub

Leader-member exchange, the "Pelz effect," and cooperative communication between group members. *Mgt Com Qtly*, Vol. 11, No. 2: 266-287 Nov 1997

Lee, Jinkook and Horacio Soberon-Ferrer

Consumer vulnerability to fraud: Influencing factors. *J Cons Aff*, Vol. 31, No. 1: 70-89 Summer 97

Lee, Keun S. and Anil Mathur

Formalization, role stress, organizational commitment, and propensity-to-leave: A study of Korean industrial salespersons. *J Global Mkt*, Vol. 11, No. 2: 23-42 97

Lee, Khai S. and other authors

Strategic responses to parallel importing. *J Global Mkt*, Vol. 10, No. 4: 45-66 97

Lee, Mie-Yun

Anticipating the integrated future. *Man Off Tech*, Vol. 42, No. 12: 24-25 Dec 97

Lee, Mike

Mixing it up. *Techniques*, Vol. 72, No. 8: 14-17 Nov/Dec 97

Lee, Seonglim and other authors

Children's college as a saving goal. *Fin C&P*, Vol. 8, No. 1: 33-36 97

Lee, Stewart M.

Book review: The great American blowup: Puffery in advertising and selling by Ivan L. Preston. *J Cons Aff*, Vol. 31, No. 2: 396-399 Winter 97

Leigh, Pamela

Share and share alike. *T&D*, Vol. 51, No. 5: 87-91 May 97

**

The new spirit at work. *T&D*, Vol. 51, No. 3: 26-33 Mar 97

Leigh, William and Russell L. Purvis

Adapting structured analysis & design tools for event-driven systems. *J CIS*, Vol. 37, No. 3: 21-28 Spring 97

Lemire, Simon and other authors

Country-of-origin effects in the U.S. and Canada: Implications for the marketing of products made in Mexico. *J Int Cons Mkt*, Vol. 10, No. 1/2: 73-92 97

Lengel, Gena

Speaking up: What teachers must do about sexual harassment. *Clearings*, Vol. 70, No. 5: 246-249 May/June 97

Lessard, Jeffrey P.

Book review: Investment decision making in the private and public sectors by Henri L. Beenhakker. *Fin C&P*, Vol. 8, No. 1: 79-80 97

Leung, Lily and other authors

Reporting around the world—Several reporters share their experiences while working in other countries. *J CR*, Vol. 58, No. 10: 28-37 Aug/Oct 97

Leung, Pingsun and other authors

Effect of preparation time on the minimum-cost diet. *J Cons Aff*, Vol. 31, No. 2: 204-217 Winter 97

Levy, Jill Berman

Direct-mail marketing: A cost-effective way to expand your contacts with prospective clients. *J CR*, Vol. 58, No. 3: 38-41 Jan 97

Lewis, Jan

Putting career planning front and center. *Techniques*, Vol. 72, No. 2: 16-19 Feb 97

Lewis, Laurie K.

Users' individual communicative responses to intraorganizationally implemented innovations and other planned changes. *Mgt Com Qtly*, Vol. 10, No. 4: 455-490 May 97

Li, Eldon Y.

Marketing information systems in small companies. *IRM J*, Vol. 10, No. 1: 27-35 Winter

Li, Mingfang and Kannan Ramaswamy

Strategic change among U.S. business schools: A strategic group analysis. *JEB*, Vol. 72, No. 6: 343-347 July/Aug 97

Li, W. K. and other authors

A synergic process for outsourcing and reengineering. *J CIS*, Vol. 37, No. 3: 29-36 Spring 97

Li, Zhan G. and other authors

Country and product images: The perceptions of consumers in the People's Republic of China. *J Int Cons Mkt*, Vol. 10, No. 1/2: 115-139 97

**

—and Rajiv P. Dant

Dimensions of product quality and country-of-origin effects research. *J Int Cons Mkt*, Vol. 10, No. 1/2: 93-114 97

Librino, Emanuel V.

Confused by postal reclassification? *Off Sys*, Vol. 14, No. 3: 20-21, 23-26 Mar 97

**

Right-sizing mail operations. *Off Sys*, Vol. 14, No. 8: 24-28, 30-31 Aug 97

Lidrbach, Mary Ann

Create your own 35 mm slides with desktop color film recorders. *Present*, Vol. 11, No. 11: 71-74 Nov 97

Liebowitz, Jay

Experiences with multimedia development and deployment: A personal look. *J CIS*, Vol. 38, No. 1: 15-19 Fall 97

Lim, Guan H. and other authors

Strategic responses to parallel importing. *J Global Mkt*, Vol. 10, No. 4: 45-66 97

Limaye, Mohan R.

Further conceptualization of explanation in negative messages. *Bus Com Qtly*, Vol. 60, No. 2: 38-50 June 97

Lin, William and Mary Davis

Partnerships with industry—critical for academic business departments. *Bus Ed Forum*, Vol. 51, No. 4: 21-23 Apr 97

Linde, Karen Vander and other authors

Seven ways to make your training department one of the best. *T&D*, Vol. 51, No. 8: 20-28 Aug 97

Lindner, Gary and other authors

The relationship between computer information system interface type and user performance. *J CIS*, Vol. 37, No. 4: 62-67 Summer 97

Lindquist, Tim M.

An experimental test of cooperative learning with faculty members as subjects. *JEB*, Vol. 72, No. 3: 157-163 Jan/Feb 97

Lindsell-Roberts, Sheryl

Cut the e-mail load: Ten hints. *Man Off Tech*, Vol. 42, No. 10: 40 Oct 97

Litvin, Margaret

A chartered flight. *Techniques*, Vol. 72, No. 3: 20-25 Mar 97

**

No easy road from welfare to work. *Techniques*, Vol. 72, No. 5: 29-31 May 97

Liu, David and Linda Beamer

Multimedia as a teaching tool in business communication course delivery. *Bus Com Qtly*, Vol. 60, No. 2: 51-66 June 97

Lloyd, Scott J. and Geoffery Steinberg

The schema mapper: An expert system that determines the least cost physical file structure in a database management system. *J DBM*, Vol. 8, No. 2: 16-22 Spring 97

Locker, Kitty O. and other authors

The audience for research. *Bus Com Qtly*, Vol. 60, No. 3: 124-145 Sep 97

Logan, Christopher

Internet e-mail: What are the options? *Man Off Tech*, Vol. 42, No. 7: 30-31 July 97

Logan, Joyce P. and A. C. "Buddy" Krizan

Reform and regulations. *NBEA Yrbk*, No. 35: 67-78 97

Logan, Patricia Y.

The organizational consequences of technological change: A study of the social dynamics of client-server computing. *Utah State University, Doctoral dissertation*, 96

Lohman, Margaret C.

Effects of an inductive versus a deductive instructional approach on the constructive feedback and problem-solving skills of supervisors. *PIQ*, Vol. 10, No. 3: 37-55 97

Lopus, Jane S.

Effects of the high school economics curriculum on learning in the college principles class. *J Econ Ed*, Vol. 28, No. 2: 143-153 Spring 97

Loring, Ruth M. and Walt H. Edling

Blueprints for building curriculum. *Techniques*, Vol. 72, No. 8: 26-28 Nov/Dec 97

Lou, Hal and Sam Ramanujan

Outsourcing maintenance operations to off-shore vendors: Some lessons from the field. *J Global IM*, Vol. 5, No. 2: 5-15 Spring 97

Lou, Hao and other authors

Mandatory use of electronic mail and user acceptance: A case study. *Mid-Amer J Bus*, Vol. 12, No. 2: 57-61 Fall 97

Loughman, Thomas

Telling business stories. *Bus Com Qtrly*, Vol. 60, No. 4: 85-87 Dec 97

Louhiala-Salminen, Leena

Investigating the genre of a business fax: A Finnish case study. *J Bus Com*, Vol. 34, No. 3: 316-333 July 97

Lovett, Marcelle C. and David P. Walzak

A community-corporate DL partnership: Teaching conflict resolution to middle school students. *THE J*, Vol. 25, No. 1: 52-55 Aug 97

Lowe, Philip M. and John A. Sasso

A new approach to learning: Strategic alliances and high technology. *THE J*, Vol. 25, No. 3: 45-48 Oct 97

Lowry, Michael and Pamela B. Childers

Engaging students through formative assessment in science. *Clearings*, Vol. 71, No. 2: 97-102 Nov/Dec 97

Lozada, Marlene

A constructive education. *Techniques*, Vol. 72, No. 3: 12-18 Mar 97

**

Balancing act. *Techniques*, Vol. 72, No. 1: 14-19, 64 Jan 97

**

Getting off the track to nowhere. *Techniques*, Vol. 72, No. 8: 38-41 Nov/Dec 97

**

Look out for distance learning. *Techniques*, Vol. 72, No. 7: 24-26 Oct 97

**

The making of a high-tech high school. *Techniques*, Vol. 72, No. 5: 18-21, 32 May 97

Lu, Ming-te and Hakman A. Wan

An analysis of Chinese laws against computer crimes. *J Global IM*, Vol. 5, No. 2: 16-21 Spring 97

Lucadamo, Lisa and Scott Cheney

Learning from the best. *T&D*, Vol. 51, No. 7: 25-28 July 97

Luft, Vernon D.

School-to-work: A business and industry program for educators. *Clearings*, Vol. 70, No. 6: 325-327 July/Aug 97

Lui, Naomi Thiers

Spreading the wealth. *Techniques*, Vol. 72, No. 4: 14-16, 44 Apr 97

Lukas, Bryan A. and Isabelle Maignan

Entry mode decisions: The role of managers' mental models. *J Global Mkt*, Vol. 10, No. 4: 7-22 97

**

—and Isabelle Maignan

The nature and social uses of the Internet: A qualitative investigation. *J Cons Aff*, Vol. 31, No. 2: 346-371 Winter 97

Luke, David E. and other authors

Improving the management of overtime costs through decentralized controls: Managing an organizational metacontingency. *J Org Beh Mgt*, Vol. 17, No. 2: 77-98 97

Lumpkin, James R. and other authors

Mature consumer awareness and attitudes toward retirement housing and long-term care alternatives. *J Cons Aff*, Vol. 31, No. 1: 113-138 Summer 97

Luna, Carl J. and Joseph McKenzie

Testing multimedia in the community college classroom. *THE J*, Vol. 24, No. 7: 78-81 Feb 97

Lundelius, Jay and Emma Poon

Cross-sectioning mock job interviews for peer evaluation. *Bus Com Qtly*, Vol. 60, No. 1: 165-170 Mar 97

Lundelius, Jay Osborn

Languages and business: The Hong Kong mix. *Bus Com Qtly*, Vol. 60, No. 4: 112-125 Dec 97

Lundgren, Terry D.

An SDLC for end-user computing. *OSR J*, Vol. 15, No. 2: 35-40 Fall 97

Lundin, Deanne and other authors

E-COMP: A few words about teaching writing with computers. *THE J*, Vol. 25, No. 2: 66-67 Sep 97

Lundstrom, William J. and D. Steven White

A gap analysis of professional and academic perceptions of the importance of international marketing curriculum content and research areas. *JME*, 16-25 Summer 97

Lush, David and other authors

Distance learning: An airway for marketing education. *Bus Ed Forum*, Vol. 51, No. 4: 41-44 Apr 97

**

—and other authors

A marketing education opportunity: Taking the FastTrac. *Bus Ed Forum*, Vol. 52, No. 2: 33-36, 51 Dec 97

Lush, Mary Jean and other authors

A marketing education opportunity: Taking the FastTrac. *Bus Ed Forum*, Vol. 52, No. 2: 33-36, 51 Dec 97

**

—other authors

Distance learning: An airway for marketing education. *Bus Ed Forum*, Vol. 51, No. 4: 41-44 Apr 97

Luskin, Bernard J.

The best time to plant a tree was twenty-five years ago. *THE J*, Vol. 24, No. 11: 81-83 June 97

Lyden, Julie A. and other authors

Managers' perceptions of ethical behavior related to selected computer activities. *OSR J*, Vol. 15, No. 2: 1-8 Fall 97

Lyford-Nojima, Elaine and Wendy E. A. Ruona

Performance diagnosis matrix: A discussion of performance improvement scholarship. *PIQ*, Vol. 10, No. 4: 87-118 97

M**Ma, Louis C. K. and Janice M. Burn**

Innovation in IT education—practising what we preach. *IRM J*, Vol. 10, No. 4: 16-25 Fall 97

Ma, Pai-Chun and other authors

An action-resource language for negotiation support. *J CIS*, Vol. 37, No. 4: 89-96 Summer 97

Mabrito, Mark

Writing on the front line: A study of workplace writing. *Bus Com Qtly*, Vol. 60, No. 3: 58-70 Sep 97

Maccherone, Christina

Trash talk. *Off Sys*, Vol. 14, No. 9: 55-57 Sep 97

MacDonald, Maurice

Book review: America's working poor by Thomas R. Swartz and Kathleen Maas Weigert. *J Cons Aff*, Vol. 31, No. 2: 405-409 Winter 97

MacGregor, R. C. and George E. M. Ditsa

Our mousetrap's fine: So why aren't people beating a path to our door? *IRM J*, Vol. 10, No. 3: 28-39 Summer 97

Machin, Michael A. and Gerard J.

Fogarty

The effects of self-efficacy, motivation to transfer, and situational constraints on transfer intentions and transfer of training. *PIQ*, Vol. 10, No. 2: 98-115 97

MacKellar, B. and other authors

A unified approach to the design and generation of complex database schemata. *J DBM*, Vol. 8, No. 3: 16-25 Summer 97

MacNicol, Gregory

Go deep. *Publish*, Vol. 12, No. 7: 72-78, 81 July 97

Maes, Jeanne D. and other authors

A managerial perspective: Oral communication competency is most important for business students in the workplace. *J Bus Com*, Vol. 34, No. 1: 67-80 Jan 97

Maher, Elin and other authors

Students' perceptions towards accounting: The effects of the first university accounting course. *DPE J*, Vol. 38, No. 3: 167-179 Summer 96

Maher, Robert and other authors

Students' perceptions towards accounting: The effects of the first university accounting course. *DPE J*, Vol. 38, No. 3: 167-179 Summer 96

Maier, J. Lee and Stanley Gambill

A descriptive study of CIS/MIS graduate school curriculums. *J CIS*, Vol. 38, No. 1: 26-29 Fall 97

Maignan, Isabelle and Bryan A. Lukas

Entry mode decisions: The role of managers' mental models. *J Global Mkt*, Vol. 10, No. 4: 7-22 97

**

The nature and social uses of the Internet: A qualitative investigation. *J Cons Aff*, Vol. 31, No. 2: 346-371 Winter 97

Major, Michael

Will your computer collapse in the year 2000? *Man Off Tech*, Vol. 42, No. 1: 30-31 Jan 97

Mak, Tina Kwai-Lan and Joshua

Poh-Onn Fann

A knowledge-based assisted system for training and testing. *J CIS*, Vol. 37, No. 3: 47-53 Spring 97

Makela, Carole J.

Book review: Riches and regrets: Betting on gambling in two Colorado mountain towns by Patricia Stokowski. *J Cons Aff*, Vol. 31, No. 2: 402-405 Winter 97

Malhotra, Naveen K. and other authors

Partnering for success. *Bus Ed Forum*, Vol. 52, No. 1: 28-29 Oct 97

Mamana, Lisa and other authors

Professors and teachers as collaborators in classroom change. *Clearings*, Vol. 70, No. 5: 243-245 May/June 97

Mangleburg, Tamara F. and other authors

Socialization, gender, and adolescent's self-reports of their generalized use of product labels. *J Cons Aff*, Vol. 31, No. 2: 255-279 Winter 97

Manning, M. Lee and Robert A. Gable

In the midst of reform: The changing structure and practice of middle school education. *Clearings*, Vol. 71, No. 1: 58-61 Sep/Oct 97

Mansfield, Jim and other authors

Philosophy of teaching: Developing a statement that thrives in the classroom. *Clearings*, Vol. 70, No. 3: 125-128 Jan/Feb 97

Manzer, John P. and Donna M. Bialik

Team and group learning strategies for business and economics classes. *Bus Ed Forum*, Vol. 51, No. 4: 32-34 Apr 97

March, Salvatore T. and Sangkyu Rho

An analysis of semantic overload in database access systems using multi-table query formulation. *J DBM*, Vol. 8, No. 2: 3-14 Spring 97

Marcoccio, Lou and Matthew Hotle

Business survival is business success. *Man Off Tech*, Vol. 42, No. 12: 16-18 Dec 97

Marcolin, Barbara L. and other authors

End user ability: Impact of job and individual differences. *J EUC*, Vol. 9, No. 3: 3-12 Summer 97

Marcotullio, Susan

Workstation design can spell success. *Man Off Tech*, Vol. 42, No. 6: 27 June 97

Markham, Frank B. and Robert D. Spillman

Telecommuting: Acceptance, adoption, and application. *J CIS*, Vol. 37, No. 4: 8-12 Summer 97

Marlow, Leslie and other authors

Beginning teachers: Are they still leaving the profession? *Clearings*, Vol. 70, No. 4: 211-214 Mar/Apr 97

Marshall, Bill

The comfort zone. *Off Sys*, Vol. 14, No. 5: 43-44, 46-47 May 97

Marshall, Carol Sue and Judy Reinhartz

Gender issues in the classroom. *Clearings*, Vol. 70, No. 6: 333-337 July/Aug 97

Martin, Gregg D.

The effects of employee characteristics and work environment factors on learning during training and on motivation to learn. University of Missouri—Columbia, Doctoral dissertation, 96

Martin, Jeanette S. and other authors

The acculturation of immigrants to U.S. organizations: The case of Muslim employees. *Mgt Com Qtly*, Vol. 11, No. 2: 217-265 Nov 1997

Martin, Roy and Vivek Shah

Future changes in the computer information systems curriculum. *J CIS*, Vol. 37, No. 3: 74-78 Spring 97

Martinez, Carlos Ruy and James A. Roberts

The emerging consumer culture in Mexico: An exploratory investigation of compulsive buying in Mexican young adults. *J Int Cons Mkt*, Vol. 10, No. 1/2: 7-31 97

Martinko, Mark J. and John W. Henry

An attributional analysis of the rejection of information technology. *J EUC*, Vol. 9, No. 4: 3-17 Fall 97

Masie, Elliott

Seizing your intranet. *T&D*, Vol. 51, No. 2: 51-52 Feb 97

Mathewson, Lasinnda M.

On the road with 20 teenagers. *Techniques*, Vol. 72, No. 7: 38-39 Oct 97

Mathur, Anil and Keun S. Lee

Formalization, role stress, organizational commitment, and propensity-to-leave: A study of Korean industrial salespersons. *J Global Mkt*, Vol. 11, No. 2: 23-42 97

Matranga, Myrna and other authors

Legislative appropriation for minority teacher recruitment: Did it really matter? *Clearings*, Vol. 70, No. 4: 205-206 Mar/Apr 97

Matyska, Robert J., Jr.

An investigation of the cognitive style preferences and consumer knowledge of classroom business educators. University of Missouri—Columbia, Doctoral dissertation, 96

**

—**and Lonnie Echternacht**

An investigation of the cognitive style preferences of classroom business educators. NABTE Rev, No. 24: 48-52 97

Matzov, Brenda and other authors

Reporting around the world—Several reporters share their experiences while working in other countries. J CR, Vol. 58, No. 10: 28-37 Aug/Oct 97

Mausehund, Jean and Paula E. Brown

Integrating managerial ethics into the business communication curriculum. Bus Com Qtly, Vol. 60, No. 1: 77-91 Mar 97

Mawhinney, Thomas C. and other authors

Improving the management of overtime costs through decentralized controls: Managing an organizational metacontingency. J Org Beh Mgt, Vol. 17, No. 2: 77-98 97

Mayo, Michael A. and Alan R. Miciak

Curriculum decisionmaking: What are the sources of innovation? JEB, Vol. 73, No. 1: 17-20 Sep/Oct 97

Mayo, Renate Weidner

Trends in teacher evaluation. Clearings, Vol. 70, No. 5: 269-270 May/June 97

Mazis, Michael B. and Mary Anne Raymond

Consumer perceptions of health claims in advertisements and on food labels. J Cons Aff, Vol. 31, No. 1: 10-26 Summer 97

Mbihi, J. and other authors

The concept of the computer integrated office automation system in developing countries. OSR J, Vol. 15, No. 1: 42-49 Spring 97

McBane, Donald A.

Marketing departments on the World Wide Web: State of the art and recommendations. JME, 14-25 Spring 97

McCarthy, Nan

Fast times @ digital high. Publish, Vol. 12, No. 5: 100-104, 106 May 97

McCausland, Joel and Timm J. Esque

Taking ownership for transfer: A management development case study. PIQ, Vol. 10, No. 2: 116-133 97

McClanahan, Anne and other authors

Mandatory use of electronic mail and user acceptance: A case study. Mid-Amer J Bus, Vol. 12, No. 2: 57-61 Fall 97

McClelland, Deke

Workshop: Image editing. Publish, Vol. 12, No. 5: 109-110, 112 May 97

McClure, Richard H. and other authors

Using student disconfirmation as a measure of classroom effectiveness. JEB, Vol. 72, No. 4: 224-229 Mar/Apr 97

McDonald, John F. and A. Ross Shepherd

Rent control with rent discrimination revisited. J Econ Ed, Vol. 28, No. 4: 316-322 Fall 97

McElroy, Jerome L.

The mentor demonstration model: Writing with students in the senior economics seminar. J Econ Ed, Vol. 28, No. 1: 31-35 Winter 97

McEntee, Arthur L.

Business education in the United States: Twelfth NABTE survey results (1995-1996). NABTE Rev, No. 24: 4-7 97

McEwen, Beryl C.

Preparing office professionals for the next century. Bus Ed Forum, Vol. 52, No. 1: 42-45 Oct 97

**

Teaching diversity and civility, Part 1. DPE Instr Strat, Vol. 13, No. 1: 1-4 Mar 97

**

Teaching diversity and civility, Part 2. DPE Instr Strat, Vol. 13, No. 2: 1-4 June 97

**

—and Robert M. Schramm

Effectiveness of multimedia versus traditional instruction. NABTE Rev, No. 24: 30-34 97

McEwen, Thaddeus

Communication training in corporate settings: Lessons and opportunities for the academe. Mid-Amer J Bus, Vol. 12, No. 1: 49-58 Spring 97

**

Preparing business teachers to teach accounting at the secondary level: A study of NABTE institutions. NABTE Rev, No. 24: 24-29 97

McGee, Pam and other authors

Business concerns regarding MBA education: Effects on recruiting. JEB, Vol. 72, No. 5: 293-296 May/June 97

McGregor, Sue L. T. and Ruth E. Berry

Mandatory financial counseling for bankrupts in Canada. Fin C&P, Vol. 8, No. 1: 9-17 97

McIlroy, Thad

The flexible option. Publish, Vol. 12, No. 2: 72-77 Feb 97

McIntosh, Margaret E.

Formative assessment in mathematics. Clearings, Vol. 71, No. 2: 92-96 Nov/Dec 97

**

Guide students to better comprehension of word problems. Clearings, Vol. 71, No. 1: 26-32 Sep/Oct 97

McKenzie, Joseph and Carl J. Luna

Testing multimedia in the community college classroom. THE J, Vol. 24, No. 7: 78-81 Feb 97

McKeown, Patrick G. and Craig Piercy

Integrating IS skills into the business curriculum: A case study. J CIS, Vol. 38, No. 1: 74-77 Fall 97

McLagan, Patricia A.

Competencies: The next generation. T&D, Vol. 51, No. 5: 40-47 May 97

McLeod, Laura and other authors

Case preparation to improve writing assignments. J Bus Train Ed, Vol. 6 77-85 97

McLeod, Raymond, Jr. and other authors

Information management as perceived by CIOs in three Pacific Rim countries. J Global IM, Vol. 5, No. 3: 5-16 Summer 97

McLeod, Terry and Bruce Sliger

A 10-minute lesson in technology grant writing. Techniques, Vol. 72, No. 7: 32-33 Oct 97

McNeilly, Kevin M. and Terri Feldman Barr

Convincing the recruiter: A comparison of resume formats. JEB, Vol. 72, No. 6: 359-363 July/Aug 97

McPherson, Bill

Computer anxiety: How to measure it? OSR J, Vol. 15, No. 1: 12-19 Spring 97

McPherson, William

"Dressing down" in the business communication curriculum. *Bus Com Qtly*, Vol. 60, No. 1: 134-146 Mar 97

McShane, Terry

Practical lighting for the workplace. *Man Off Tech*, Vol. 42, No. 2: 24-27 Feb 97

Meche, Melanie and other authors

Customizing grammar checking. *Bus Ed Forum*, Vol. 52, No. 1: 24-26 Oct 97

Mechitov, Alexander I. and other authors

Computer systems illustration of decision and techniques in CIS courses. *J CIS*, Vol. 37, No. 4: 1-7 Summer 97

Mehta, Rajiv and other authors

Global marketing channels and the standardization controversy. *J Global Mkt*, Vol. 11, No. 1: 49-64 97

Melendez, Samuel

Computer competency of high school seniors. Lehman College, City University of New York, Master's thesis, 96

Melican, Claire and other authors

Comparing AP and college student learning of economics. *J Econ Ed*, Vol. 28, No. 2: 135-142 Spring 97

Merrier, Patricia A. and Ruthann Dirks

Student attitudes toward written, oral, and e-mail communication. *Bus Com Qtly*, Vol. 60, No. 2: 89-99 June 97

Miciak, Alan R. and Michael A. Mayo

Curriculum decisionmaking: What are the sources of innovation? *JEB*, Vol. 73, No. 1: 17-20 Sep/Oct 97

Miklius, Walter and other authors

Effect of preparation time on the minimum-cost diet. *J Cons Aff*, Vol. 31, No. 2: 204-217 Winter 97

Miller, Alan N. and other authors

AIDS in the workplace: The response of American business schools. *JEB*, Vol. 73, No. 2: 98-101 Nov/Dec 97

Miller, Julie A.

Finding green in the green movement. *Techniques*, Vol. 72, No. 2: 20-23, 70 Feb 97

**

Online, off-track. *Techniques*, Vol. 72, No. 7: 13-15 Oct 97

**

SREB: Do its high schools work? *Techniques*, Vol. 72, No. 3: 26-29 Mar 97

Miller, Linda Wise

Making the connection. *Bus Ed Forum*, Vol. 52, No. 1: 39-41 Oct 97

Miller, Marc D. and other authors

The unidimensionality, validity, and reliability of Moore and Benbasat's relative advantage and compatibility scales. *J CIS*, Vol. 38, No. 1: 38-46 Fall 97

Mills, Helene

Organizing a school community for restructuring. *Clearings*, Vol. 70, No. 4: 179-182 Mar/Apr 97

Millslage, Jackie

A comparison of the structured approach and the minimalist approach to the design of material for teaching microcomputer software. University of Minnesota, Doctoral dissertation, 96

Milner, Joseph O.

Using a flat structure in a hierarchical world: The development of English standards. *Clearings*, Vol. 70, No. 3: 129-135 Jan/Feb 97

Mims, Julian L.

Hang the CRM in your office. *Recs Mgt Qtly*, Vol. 31, No. 2: 3-6, 8, 10-12, 71 Apr 97

Mirabile, Richard J.

Everything you wanted to know about competency modeling. *T&D*, Vol. 51, No. 8: 73-77 Aug 97

Mitchem, Cheryl E. and John W. Moore

Outcomes assessment of computer-assisted behavioral objectives for accounting graduates. *JEB*, Vol. 72, No. 4: 201-204 Mar/Apr 97

Moallem, Mahnaz

The content and nature of reflective teaching: A case of an expert middle school science teacher. *Clearings*, Vol. 70, No. 3: 143-150 Jan/Feb 97

Mockler, Robert J. and other authors

Information systems in Chinese state-owned enterprises: An evolving strategic perspective. *J Global IM*, Vol. 5, No. 4: 10-21 Fall 97

Moeckel, Cindy and other authors

The frequency and seriousness of communication barriers in the auditor-client relationship. *Bus Com Qtly*, Vol. 60, No. 3: 23-37 Sep 97

Mohamed, Zubair and M. Afzalur Rahim

Structural equations models of achievement striving and impatience—Irritability dimensions of Type A behavior and academic performance. *JEB*, Vol. 72, No. 3: 175-180 Jan/Feb 97

Moini, A.H.

Barriers inhibiting export performance of small and medium-sized manufacturing firms. *J Global Mkt*, Vol. 10, No. 4: 67-93 97

Moller, Leslie

Book review: Good fair tests by Odin Westgard. *PIQ*, Vol. 10, No. 3: 109-112 97

Molnar, Andrew R.

Computers in education: A brief history. *THE J*, Vol. 24, No. 11: 63-68 June 97

Mondy, R. Wayne and Shane R.**Premeaux**

Tenure: Tenured versus nontenured faculty perspectives. *JEB*, Vol. 72, No. 6: 349-353 July/Aug 97

Montana, John

Administrative agencies and the administrative process. *Recs Mgt Qtly*, Vol. 31, No. 2: 49-50, 52-53 Apr 97

**

Legal ethics and records management. *Recs Mgt Qtly*, Vol. 31, No. 4: 43-44, 46-47 Oct 97

**

Statutes of limitation and records retention. *Recs Mgt Qtly*, Vol. 31, No. 1: 33-34, 36, 74 Jan 97

**

What's in a record? *Public Citizen v. Carlin*. *Recs Mgt Qtly*, Vol. 31, No. 3: 40-42 July 97

Moon, H. Chang

The choice of entry modes and theories of foreign direct investment. *J Global Mkt*, Vol. 11, No. 2: 43-64 97

Moon, Songchun and Kyoung-In Kwon

Semantic multigranularity locking for object-oriented database management systems. *J DBM*, Vol. 8, No. 2: 23-33 Spring 97

Moore, Frank

You can globalize your curriculum. *Bus Ed Forum*, Vol. 51, No. 3: 16-17 Feb 97

Moore, John W. and Cheryl E. Mitchem

Outcomes assessment of computer-assisted behavioral objectives for accounting graduates. *JEB*, Vol. 72, No. 4: 201-204 Mar/Apr 97

Moore, Scott A. and other authors

Systems development in MIS research: Roles, approaches and strategies. J CIS, Vol. 37, No. 4: 13-17 Summer 97

Morgan, Rick and other authors

Comparing AP and college student learning of economics. J Econ Ed, Vol. 28, No. 2: 135-142 Spring 97

Morgon, Melanie

Dear colleague: A letter from a new teacher to experienced teachers. Clearings, Vol. 70, No. 5: 250-252 May/June 97

Morley, Donald Dean and other authors

Organizational communication and culture: A study of 10 Italian high-technology companies. J Bus Com, Vol. 34, No. 3: 253-268 July 97

Morris, Linda J. and Steven Pharr

The fourth-generation marketing curriculum: Meeting AACSB's guidelines. JME, 31-43 Fall 97

Morris, Linda S.

School-to-work transition: Moving business students successfully into the workforce. KBEA J, Vol. 14-15 Spring 97

Morris, Rebecca J.

Building hexaflexagons overseas: An experiential exercise in coping with cultural differences. J Teach Int Bus, Vol. 8, No. 4: 49-64 97

Morrison, James L.

Book review: Consumer behavior by David Prensky and William D. Wells. JEB, Vol. 72, No. 5: 317 May/June 97

Morrison, Joline and other authors

Systems development in MIS research: Roles, approaches and strategies. J CIS, Vol. 37, No. 4: 13-17 Summer 97

Morrison, Mark S. and E. Ted Fujimoto

A technology high school with business in mind. THE J, Vol. 25, No. 3: 50-52 Oct 97

Morrison, Mike and other authors

Systems development in MIS research: Roles, approaches and strategies. J CIS, Vol. 37, No. 4: 13-17 Summer 97

Mosca, Joseph B. and Larry W. Howard

Grounded learning: Breathing life into business education. JEB, Vol. 73, No. 2: 90-93 Nov/Dec 97

Moschis, George P. and other authors

Mature consumer awareness and attitudes toward retirement housing and long-term care alternatives. J Cons Aff, Vol. 31, No. 1: 113-138 Summer 97

Moser, Steve and other authors

Business concerns regarding MBA education: Effects on recruiting. JEB, Vol. 72, No. 5: 293-296 May/June 97

Moshkovich, Helen and other authors

Computer systems illustration of decision and techniques in CIS courses. J CIS, Vol. 37, No. 4: 1-7 Summer 97

Moss, Frederick K. and Roberta H.**Krapels**

Organizations and e-mail usage. Bus Com Qtrly, Vol. 60, No. 3: 117-123 Sep 97

Moss, Phil

The evolution of policy and practice: Telecommunications-based instruction in Oklahoma. THE J, Vol. 24, No. 9: 58-60 Apr 97

Motiwalla, Luvai and other authors

The use of two electronic idea generation techniques in strategy planning meetings. J Bus Com, Vol. 34, No. 4: 370-382 Oct 97

Mottilla, Donna T. and other authors

The view from the trenches: A steering committee's retrospective on implementing the new AACSB accreditation standards. *JEB*, Vol. 72, No. 5: 289-292 May/June 97

Motwani, Jaideep and other authors

Clustering cases for case-based reasoning systems. *J CIS*, Vol. 38, No. 1: 30-37 Fall 97

**

—and other authors

Computer attitudes of marketing managers: An empirical analysis. *J CIS*, Vol. 37, No. 4: 44-47 Summer 97

Mudry, Vicki and other authors

E-COMP: A few words about teaching writing with computers. *THE J*, Vol. 25, No. 2: 66-67 Sep 97

Muehsam, Mitchell J. and other authors

Integration of communication/interpersonal skills in AACSB-Accredited schools with four-and five-year accounting programs. *DPE J*, Vol. 39, No. 1: 1-11 Winter 97

Mueller, Nancy S.

Missing the competitive advantage boat. *Man Off Tech*, Vol. 42, No. 1: 33 Jan 97

Mukherjee, Arup

Developing market preferred skills through focus on analysis and design in the capstone project course for CIS/MIS majors. *J CIS*, Vol. 37, No. 4: 68-73 Summer 97

Muller, Helen J. and other authors

The invasion of the mind snatchers: The business of business education. *JEB*, Vol. 72, No. 3: 164-169 Jan/Feb 97

Mullin, Joan and William Hill

The evaluator as evaluated: The role of formative assessment in history class. *Clearings*, Vol. 71, No. 2: 88-91 Nov/Dec 97

Munro, Malcolm C. and other authors

End user ability: Impact of job and individual differences. *J EUC*, Vol. 9, No. 3: 3-12 Summer 97

Murphy, Andrew and other authors

Peer tutors and students work with formative assessment. *Clearings*, Vol. 71, No. 2: 103-105 Nov/Dec 97

Murphy, Christina and Joe Law

Formative assessment and the paradigms of writing center practice. *Clearings*, Vol. 71, No. 2: 106-108 Nov/Dec 97

Murphy, H. Joseph and other authors

The group embedded figures test: Undergraduate business concentration and analytical skills. *JEB*, Vol. 73, No. 1: 39-42 Sep/Oct 97

Murphy, John R.

Results first, change second. *Training*, Vol. 34, No. 5: 58-62, 64, 67 May 97

Murphy, Sandra M.

Designing portfolio assessment programs to enhance learning. *Clearings*, Vol. 71, No. 2: 81-84 Nov/Dec 97

Murray, Brian and Gary C. Raffaele

Single-site, results-level evaluation of quality awareness training. *HRD Qtly*, Vol. 8, No. 3: 229-245 Fall 97

Murray, L. William and other authors

Country and product images: The perceptions of consumers in the People's Republic of China. *J Int Cons Mkt*, Vol. 10, No. 1/2: 115-139 97

Murray, Marty Lenzini

News—not olds—gets attention. *Techniques*, Vol. 72, No. 6: 24-25 Sep 97

Musgrove, Rebecca Waggoner

Business education teacher participation in student leadership and Future Business Leaders of America (FBLA). Central Washington University at Ellensburg, Master's thesis, 96

Mustapha, Wan Narita

Attitudes of Malaysian student at Southern Illinois University at Carbondale toward learning about and working with computers. Southern Illinois University at Carbondale, Master's thesis, 96

Muth, Michael J.

The role of standards in compound document management. *Man Off Tech*, Vol. 42, No. 3: 37-38 Mar 97

Muthuswamy, Krishnan and Tibor Gyires

A bidirectional search approach for restoring circuits in communication networks. *J CIS*, Vol. 37, No. 2: 85-95 Winter 97

Muuka, Gerry N. and Rufus B. Barton, Jr.

Nonfinancial ratios in the undergraduate business policy course in U.S. business schools. *JEB*, Vol. 72, No. 4: 208-212 Mar/Apr 97

Myers, Andrew and Collin Randlesome

Cultural fluency: Results from a UK and Irish survey. *Bus Com Qtly*, Vol. 60, No. 3: 9-22 Sep 97

Myers, Barry L. and other authors

A comprehensive model for assessing the quality and productivity of the information systems function: Toward a theory for information systems assessment. *IRM J*, Vol. 10, No. 1: 6-25 Winter

Myers, Matthew B.

The pricing processes of exporters: A comparative study of the challenges facing U.S. and Mexican firms. *J Global Mkt*, Vol. 10, No. 4: 95-115 97

Mykytyn, Peter P., Jr. and other authors

How universities can help small businesses manage. *J CIS*, Vol. 37, No. 3: 79-84 Spring 97

Myron, Monique Reece and Pamela Larson Truax

Plan for business success and maximize marketing dollars. *J CR*, Vol. 59, No. 2: 48-49 Dec 97

N

Naffziger, Douglas W. and other authors

Small business hiring practices for employing office staff. *OSR J*, Vol. 15, No. 2: 9-19 Fall 97

Nantz, Karen S. and Marilyn Wilkins

A longitudinal study of electronic communications. *OSR J*, Vol. 15, No. 2: 20-26 Fall 97

Natalle, Elizabeth J. and Katherine B. Knott

Sex differences, organizational level, and superiors' evaluation of managerial leadership. *Mgt Com Qtly*, Vol. 10, No. 4: 523-540 May 97

Nayga, Rodolfo M., Jr.

Impact of sociodemographic factors on perceived importance of nutrition in food shopping. *J Cons Aff*, Vol. 31, No. 1: 1-9 Summer 97

Nead, M. James

A capstone seminar course for community colleges. *Bus Ed Forum*, Vol. 51, No. 4: 19-21 Apr 97

Neal, Dorothy A.

Retain, retrain and reward business educators. NBEA Yrbk, No. 35: 130-135 97

Neese, William T. and other authors

Faculty perceptions of marketing journals. JME, 37-52 Spring 97

Nelson, Bob

The care of the un-downsized. T&D, Vol. 51, No. 4: 40-43 Apr 97

**

—and other authors

You want tomatatoes, I want tomahtoes. Training, Vol. 34, No. 6: 56-60, 62 June 97

Nelson, Sandra J. and other authors

Case preparation to improve writing assignments. J Bus Train Ed, Vol. 6 77-85 97

Nemchek, Lee R.

Unidentified mail management: A model policy and procedures manual for the legal environment. Recs Mgt Qtly, Vol. 31, No. 4: 27-28, 30-36, 38-39, 42 Oct 97

Netzley, Michael

The power of language in team dynamics by Anne Donnellon. Bus Com Qtly, Vol. 60, No. 3: 150-153 Sep 97

Nevett, Terence

Book review: Global marketing by Syed H. Akhter. J Global Mkt, Vol. 10, No. 3: 95-97 97

Newell, Stephen J. and Corliss L. Green

Racial differences in consumer environmental concern. J Cons Aff, Vol. 31, No. 1: 53-69 Summer 97

Newman, Butler and Robert W. Riner

Designing accessible online help. T&D, Vol. 51, No. 3: 41-44 Mar 97

Newstrom, John W.

Invited reaction: Progress or relapse? HRD Vol. 8, No. 2: 129-136 Summer 97

Newton, Pauline A.

Demographic and social changes. NBEA Yrbk, No. 35: 17-29 97

Nicholson, Mark

1997 directory of type. Publish, Vol. 12, No. 10: 61-67, 69-70, 72, 74, 76, 78, 80, 82, 84, 86 Oct 97

**

For art's sake. Publish, Vol. 12, No. 12: 72-73, 75-76, 78 Dec 97

**

Tabloid news. Publish, Vol. 12, No. 9: 80-82, 84-86 Sep 97

Niederman, Fred

Facilitating computer-supported meetings: An exploratory comparison of U.S. and Mexican facilitators. J Global IM, Vol. 5, No. 1: 17-26 Winter 97

Nirenberg, John

Book review: A higher standard of leadership: Lessons from the life of Gandhi by Keshavan Nair. HRD Qtly, Vol. 8, No. 4: 347-352 Winter 97

**

Book review: Synchronicity: The inner path of leadership by Joseph Jaworski. HRD Qtly, Vol. 8, No. 4: 347-352 Winter 97

Noel, Rita and other authors

Bullets, boxes, and borders. NABTE Rev, No. 24: 8-19 97

Nonis, Sarath and other authors

Value profiles of business students in the 1960s and in the 1990s: A comparison. JEB, Vol. 72, No. 3: 140-143 Jan/Feb 97

Norance, Salina

The integration of workplace skills in academic classrooms at the School of Secretarial Science, Mara Institute of Technology, Malaysia. Southern Illinois University at Carbondale, Master's thesis, 96

Nordquist, Karleen and Dee Ann Ellingson

The controversy over accounting for stock options: A historical perspective. *Mid-Amer J Bus*, Vol. 12, No. 2: 29-38 Fall 97

North, Alexa Bryans and William E. Worth

Workplace competencies: Trends in advertised entry-level technology, interpersonal, and basic communication job skills, 1992-1995. *OSR J*, Vol. 15, No. 1: 1-6 Spring 97

Norton, Marcia M. and Korynne Taylor-Dunlop

Out of the mouths of babes: Voices of at-risk adolescents. *Clearings*, Vol. 70, No. 5: 274-278 May/June 97

Norton, Patrick

Inkjet printers: A little color can mean a lot. *Present*, Vol. 11, No. 12: 131-133, 136-137 Dec 97

Nourse, Mary Ellen

Look what arrived in the e-mail. *Bus Ed Forum*, Vol. 52, No. 2: 45-47 Dec 97

Novin, Adel M.

Education for careers in management accounting, auditing, and tax: A comparison. *JEB*, Vol. 73, No. 1: 29-34 Sep/Oct 97

Nowack, Kenneth M. and Scott Wimer

Coaching for human performance. *T&D*, Vol. 51, No. 10: 28-32 Oct 97

Nowak, Laura and D. Dong

Intercultural differences between Chinese and Americans in business. *Bus Com Qtly*, Vol. 60, No. 1: 115-123 Mar 97

Nowell, Clifford and Doug Laufer

Undergraduate student cheating in the fields of business and economics. *J Econ Ed*, Vol. 28, No. 1: 3-12 Winter 97

Noyes, Jeffrey D.

Instructional computer applications used by secondary business teachers in Minnesota Public Schools. University of Minnesota, Master's thesis, 96

O

O'Connell, Jeremiah J.

From benevolent dictator to constitutional monarch: Simulating a European works council in a U.S. classroom. *J Teach Int Bus*, Vol. 8, No. 4: 21-38 97

O'Connor, Ellen S.

Discourse at our disposal: Stories in and around the garbage can. *Mgt Com Qtly*, Vol. 10, No. 4: 395-432 May 97

O'Connor, Patrick

The greatest show on earth! *Off Sys*, Vol. 14, No. 7: 14-17 July 97

O'Neil, Sharon Lund

A direction for focusing business curricula. *J Bus Train Ed*, Vol. 5, No. 1: 13-21 96

O'Neill, Barbara

Book review: Dollars through the doors: A pre-1930 history of bank marketing in America by Richard J. Germain. *Fin C&P*, Vol. 8, No. 1: 77-78 97

Oakes, Kevin

The hardest question to answer about CBT. *T&D*, Vol. 51, No. 9: 45-47 Sep 97

Oetzel, John G. and Keri Bolton-Oetzel

Exploring the relationship between self-construal and dimensions of group effectiveness. *Mgt Com Qtly*, Vol. 10, No. 3: 289-315 Feb 97

Okpara, John O.

An examination of the relationship of motivation needs, cultural factors, and job satisfaction among managers in selected business enterprises in Nigeria. New York University, Doctoral dissertation, 96

Olivo, John J. and Janice C. Keil

The university supervisor's view of student teaching. *Bus Ed Forum*, Vol. 52, No. 2: 37-40 Dec 97

Olney, Thomas J. and other authors

Commitment approach to motivating community recycling: New Zealand curbside trial. *J Cons Aff*, Vol. 31, No. 1: 27-52 Summer 97

Olsen, Gary

9 design and production stages for creating Web presentations. *Present*, Vol. 11, No. 4: 31-33 Apr 97

The best interactive information design is organic, tells a story. *Present*, Vol. 11, No. 3: 35-38 Mar 97

Olson, David L. and other authors

Computer systems illustration of decision and techniques in CIS courses. *J CIS*, Vol. 37, No. 4: 1-7 Summer 97

Olson, Terry L.

Construction of consumption possibility frontiers in principles textbooks. *J Econ Ed*, Vol. 28, No. 1: 76-81 Winter 97

Omolehinwa, Eddy O. and other authors

The enigma of the textbook valuation model: A note. *JEB*, Vol. 72, No. 4: 230-233 Mar/Apr 97

Omundson, Janet S. and other authors

Women's advancement in the accounting profession: Consideration of person-centered and organization-centered explanations. *Mid-Amer J Bus*, Vol. 12, No. 1: Spring 97

Orwig, Robert A. and other authors

A framework for the introduction of total quality management into the IS department. *J CIS*, Vol. 37, No. 2: 21-26 Winter 97

Ostergard, Susan A.

Asking good questions in mathematics class: How long does it take to learn how? *Clearings*, Vol. 71, No. 1: 48-50 Sep/Oct 97

Ostler, Elliott

The effect of learning mathematical reading strategies on secondary students' homework grades. *Clearings*, Vol. 71, No. 1: 37-40 Sep/Oct 97

Ostrosky, Anthony L. and Mark S. Walbert

Using Mathcad to teach undergraduate mathematical economics. *J Econ Ed*, Vol. 28, No. 4: 304-315 Fall 97

Otte, Fred L. and William Kahnweiler

In search of the soul of HRD. *HRD Qtlly*, Vol. 8, No. 2: 171-181 Summer 97

Ozsoyoglu, Gultekin and Kaizheng Du

On estimators for aggregate relational algebra queries. *J DBM*, Vol. 8, No. 1: 24-36 Winter 97

P**Pace, R. Wayne and John Barrie**

Competence, efficiency, and organizational learning. *HRD Qtlly*, Vol. 8, No. 4: 335-342 Winter 97

Palmer, G. Dean and other authors

Meeting the needs of nonpublic and public accountants in a 4-year program. *JEB*, Vol. 72, No. 5: 267-272 May/June 97

Palmer, Kristine N. and other authors

Meeting the needs of nonpublic and public accountants in a 4-year program. *JEB*, Vol. 72, No. 5: 267-272 May/June 97

Palmer, Stephanie and other authors

E-COMP: A few words about teaching writing with computers. *THE J*, Vol. 25, No. 2: 66-67 Sep 97

Palvia, Shailendra and other authors

Telecommuting in Singapore: Current status and a comparison with other countries. *J Global IM*, Vol. 5, No. 1: 27-35 Winter 97

Panko, Raymond R. and Richard P. Halverson, Jr.

Are two heads better than one? (At reducing errors in spreadsheet modeling). *OSR J*, Vol. 15, No. 1: 21-32 Spring 97

Paolillo, Joseph and other authors

The use of two electronic idea generation techniques in strategy planning meetings. *J Bus Com*, Vol. 34, No. 4: 370-382 Oct 97

Paolillo, Joseph G. P. and other authors

The acculturation of immigrants to U.S. organizations: The case of Muslim employees. *Mgt Com Qtly*, Vol. 11, No. 2: 217-265 Nov 1997

Paper, David

An empirical study of BPR projects in organizations. *J CIS*, Vol. 37, No. 4: 37-43 Summer 97

Papert, Seymour

Educational computing: How are we doing? *THE J*, Vol. 24, No. 11: 78-80 June 97

Parker, Reesa

Document imaging: How to decide. *J CR*, Vol. 58, No. 9: 42-43 July 97

Parry, Scott B.

10 ways to get management buy-in. *T&D*, Vol. 51, No. 9: 20-22 Sep 97

Parsons, Jennifer Gail

Values as a vital supplement to the use of financial analysis in HRD. *HRD Qtly*, Vol. 1: 5-13 Spring 97

Parsons, Julie

A counseling conversion. *Techniques*, Vol. 72, No. 7: 42-44 Oct 97

Partow, Parviz and other authors

Pilot project in international electronic distance education in Russia. *THE J*, Vol. 24, No. 6: 61-66 Jan 97

Patru, Mariana and Evgueni A. Khvilon

UNESCO's mission in the promotion of international cooperation. *THE J*, Vol. 24, No. 6: 58-60 Jan 97

Patterson, Paul G. and other authors

A temporal sequence model of satisfaction and export intentions of service firms. *J Global Mkt*, Vol. 10, No. 4: 23-43 97

Paul, Jim and Christy A. Strbiak

The ethics of strategic ambiguity. *J Bus Com*, Vol. 34, No. 2: 149-159 Apr 97

Paul, Karen and other authors

Measuring consumer sensitivity to corporate social performance across cultures: Which consumers care most? *J Global Mkt*, Vol. 11, No. 1: 29-48 97

Pavely, Richard W.

Mail center makeover. *Off Sys*, Vol. 14, No. 5: 22, 25-26 May 97

**

Man of letters. *Off Sys*, Vol. 14, No. 8: 40-42 Aug 97

**

Necessary expenses. *Off Sys*, Vol. 14, No. 3: 14, 16 Mar 97

**

Pro shop. *Off Sys*, Vol. 14, No. 10: 50, 53 Oct 97

**

Reference check. *Off Sys*, Vol. 14, No. 12: 41-44 Dec 97

**

The postman always clicks twice. *Off Sys*, Vol. 14, No. 7: 18-20, 23 July 97

Pawlowski, Donna R. and John C.**Hollwitz**

The development of a structured ethical integrity interview for pre-employment screening. *J Bus Com*, Vol. 34, No. 2: 203-219 Apr 97

Peace, A. Graham

Software piracy and computer-using professionals: A survey. *J CIS*, Vol. 38, No. 1: 94-99 Fall 97

Pearson, J. Michael and other authors

A framework for the introduction of total quality management into the IS department. *J CIS*, Vol. 37, No. 2: 21-26 Winter 97

**

—and other authors

A survey into productivity measures in the information systems function. *J CIS*, Vol. 37, No. 4: 74-81 Summer 97

**

—and other authors

SWXPer: A prototype expert system for serviceware selection. *J CIS*, Vol. 37, No. 3: 1-8 Spring 97

Peck, Milo W., Jr. and Bruce M. Bradford

Achieving AECC outcomes through the seven principles for good practice in undergraduate education. *JEB*, Vol. 72, No. 6: 364-368 July/Aug 97

Peckham, J. and other authors

A unified approach to the design and generation of complex database schemata. *J DBM*, Vol. 8, No. 3: 16-25 Summer 97

Peha, Jon M.

Debates via computer networks: Improving writing & bridging classrooms. *THE J*, Vol. 24, No. 9: 65-68 Apr 97

Peltier, Gary and other authors

Legislative appropriation for minority teacher recruitment: Did it really matter? *Clearings*, Vol. 70, No. 4: 205-206 Mar/Apr 97

Pemberton, J. Michael

Canadian information professional sound the ALARM and ARMA and SAA reach out. *Recs Mgt Qtly*, Vol. 31, No. 4: 62-64, 66 Oct 97

**

Chief knowledge officer: The climax to your career? *Recs Mgt Qtly*, Vol. 31, No. 2: 66-69 Apr 97

**

Confronting the big lie: A neo-Luddite manifesto. *Recs Mgt Qtly*, Vol. 31, No. 1: 56-58, 60-62 Jan 97

**

Jobs vs. careers in records management: Dead ends and open roads? *Recs Mgt Qtly*, Vol. 31, No. 3: 54, 56-59 July 97

**

—and Jeffrey B. Romanczuk

The chief information officer: Rise and fall? *Recs Mgt Qtly*, Vol. 31, No. 2: 14-16, 18-20, 22-26 Apr 97

Penberthy, William and other authors

Internet: An introduction to protocols and sites. *J CIS*, Vol. 37, No. 2: 62-69 Winter 97

Penn, Ira A.

Information management legislation in the last quarter of the 20th century: A records management disaster. *Recs Mgt Qtly*, Vol. 31, No. 1: 3-6, 8-9 Jan 97

Pennoni, Drew

(Please stop) Hiding behind the potato chips in aisle nine. *Clearings*, Vol. 70, No. 5: 253-254 May/June 97

Perreault, Heidi and Chung Kim

A framework for combining social and technical aspects in the business process reengineering planning process. *OSR J*, Vol. 15, No. 1: 51-56 Spring 97

**

Creating computer-based presentations: A skill for today's workplace. *J Bus Train Ed*, Vol. 5, No. 1: 50-63 96

Perri, Mary and Gina Walker

A selected, descriptive bibliography on transfer of training. *PIQ*, Vol. 10, No. 2: 156-168 97

Peterson, Lori A.

International HRD: What we know and don't know. *HRD Qtly*, Vol. 8, No. 1: 63-79 Spring 97

Pettit, John D., Jr. and other authors

An examination of organizational communication as a moderator of the relationship between job performance and job satisfaction. *J Bus Com*, Vol. 34, No. 1: 81-98 Jan 97

Pharr, Steven and Linda J. Morris

The fourth-generation marketing curriculum: Meeting AACSB's guidelines. *JME*, 31-43 Fall 97

Phillips, Denine

Internet fax 101: An introduction to the technology and issues. *Man Off Tech*, Vol. 42, No. 11: 31-32 Nov 97

Phillips, Dennie

Secure the area. *Off Sys*, Vol. 14, No. 5: 36-39, 58 May 97

Phillips, Elisabeth Margaretha and other authors

An international course in international business writing: Belgium, Finland, the United States. *Bus Com Qtly*, Vol. 60, No. 4: 63-74 Dec 97

Phillips, Ione D.

On the block. *Techniques*, Vol. 72, No. 6: 32-35 Sep 97

**

The \$500,000 quest. *Techniques*, Vol. 72, No. 2: 24-26, 28-29 Feb 97

Phillips, John T.

Betting on bar codes. *Recs Mgt Qtly*, Vol. 31, No. 4: 48-50, 52 Oct 97

**

Data and backfile conversions—Jobs for records managers? *Recs Mgt Qtly*, Vol. 31, No. 3: 43-44, 46 July 97

**

Do electronic objects create business risk? *Recs Mgt Qtly*, Vol. 31, No. 1: 37, 40-42 Jan 97

**

What's in that data warehouse? *Recs Mgt Qtly*, Vol. 31, No. 2: 54-56 Apr 97

Piercy, Craig and Patrick G. McKeown

Integrating IS skills into the business curriculum: A case study. *J CIS*, Vol. 38, No. 1: 74-77 Fall 97

Piercynski, Mary and other authors

Legislative appropriation for minority teacher recruitment: Did it really matter? *Clearings*, Vol. 70, No. 4: 205-206 Mar/Apr 97

Pike, Beth and other authors

Philosophy of teaching: Developing a statement that thrives in the classroom. *Clearings*, Vol. 70, No. 3: 125-128 Jan/Feb 97

Pimblett, Carole and Jeryl Whitelock

The standardisation debate in international marketing. *J Global Mkt*, Vol. 10, No. 3: 45-66 97

Pineres, Sheila Amin Gutierrez de and William Bailey

Country of origin attitudes in Mexico: The Malinchismo effect. *J Int Cons Mkt*, Vol. 9, No. 3: 25-41 97

Plutsky, Susan and Barbara Wilson

Predicting success in upper-division business communication classes. *JEB*, Vol. 72, No. 3: 133-139 Jan/Feb 97

Poch, Christopher

You need to plan for retirement now. *J CR*, Vol. 58, No. 8: 52-54 June 97

Pohl, Norval F. and other authors

AIDS in the workplace: The response of American business schools. *JEB*, Vol. 73, No. 2: 98-101 Nov/Dec 97

Pollak, Judy P. and Paul D. Freda

Humor, learning, and socialization in middle level classrooms. *Clearings*, Vol. 70, No. 4: 176-178 Mar/Apr 97

Pomerence, Paula J. and Iris I. Varner

The nature of business communication: The integration of theory and practice. *J Bus Train Ed*, Vol. 5, No. 1: 22-34 96

Pompian, Richard and Michael Hassett

Learning from business at the 1996 Western Regional Conference. *Bus Com Qtly*, Vol. 60, No. 3: 78-88 Sep 97

Poole, M. Scott and other authors

Organizational communication in the 21st century: Informal discussion. *Mgt Com Qtly*, Vol. 11, No. 1: 127-138 Aug 97

Poon, Emma and Jay Lundelius

Cross-sectioning mock job interviews for peer evaluation. *Bus Com Qtly*, Vol. 60, No. 1: 165-170 Mar 97

Porter, Jim and other authors

The invasion of the mind snatchers: The business of business education. *JEB*, Vol. 72, No. 3: 164-169 Jan/Feb 97

Potosky, Alice

Buffet-style learning. *Techniques*, Vol. 72, No. 2: 40-43 Feb 97

New currents. *Techniques*, Vol. 72, No. 1: 32-34, 36 Jan 97

Testing the waters of career choice. *Techniques*, Vol. 72, No. 4: 25-26, 28 Apr 97

Potters, Jan and Hans Gremmen

Assessing the efficacy of gaming in economic education. *J Econ Ed*, Vol. 28, No. 4: 291-303 Fall 97

Pouraghabagher, Reza and Ray M. Haynes

Interactive distance education alliance (IDEA): Collaborative model delivers on demand. *THE J*, Vol. 24, No. 8: 60-62 Mar 97

Powell, Arthur B.

Capturing, examining, and responding to mathematical thinking through writing. *Clearings*, Vol. 71, No. 1: 21-25 Sep/Oct 97

Powell, Jack L. and other authors

Teaching students about research: Classroom poster sessions. *Clearings*, Vol. 70, No. 4: 202-204 Mar/Apr 97

Powell, Karen Sterkel and Jackie L. Jankovich

An implementation model for a communication across the curriculum program. *Bus Com Qtly*, Vol. 60, No. 2: 9-19 June 97

Prasad, Rose M.

Can technology even things up for community banks? *Mid-Amer J Bus*, Vol. 12, No. 2: 13-19 Fall 97

Pratsini, Eleni and other authors

Using student disconfirmation as a measure of classroom effectiveness. *JEB*, Vol. 72, No. 4: 224-229 Mar/Apr 97

Premeaux, Shane R. and R. Wayne Mondy

Tenure: Tenured versus nontenured faculty perspectives. JEB, Vol. 72, No. 6: 349-353 July/Aug 97

President, Tamarah

The movement to professionalize secondary public school teachers in the United States and National Board Certification. Lehman College, City University of New York, Master's thesis, 96

Prybutok, Victor R. and other authors

A comprehensive model for assessing the quality and productivity of the information systems function: Toward a theory for information systems assessment. IRM J, Vol. 10, No. 1: 6-25 Winter

Pryor, Amanda Z. and other authors

ScienceWare's Model-It: Technology to support authentic science inquiry. THE J, Vol. 25, No. 3: 54-56 Oct 97

Purvis, Russell L. and William Leigh

Adapting structured analysis & design tools for event-driven systems. J CIS, Vol. 37, No. 3: 21-28 Spring 97

Putnam, Linda L. and other authors

Organizational communication in the 21st century: Informal discussion. Mgt Com Qtlly, Vol. 11, No. 1: 127-138 Aug 97

Pylant, Bethany Ann Sharman

Relationship of meaning and value of work and demographic characteristics of postsecondary business education students. Auburn University, Doctoral dissertation, 96

Q**Quible, Zane K.**

Internet-based assignments and written business communication: A logical union. Bus Com Qtlly, Vol. 60, No. 4: 98-101 Dec

Job-seeking process. NBEA Yrbk, No. 35: 171-183 97

**

The efficacy of several writing feedback systems. Bus Com Qtlly, Vol. 60, No. 2: 109-123 June 97

Quinn, Lynne A. and other authors

Effect of preparation time on the minimum-cost diet. J Cons Aff, Vol. 31, No. 2: 204-217 Winter 97

Quinn, Robert J. and Mary M. Wilson

Writing in the mathematics classroom: Teacher beliefs and practices. Clearings, Vol. 71, No. 1: 14-20 Sep/Oct 97

R**Rabkin, Eric and other authors**

E-COMP: A few words about teaching writing with computers. THE J, Vol. 25, No. 2: 66-67 Sep 97

Raffaele, Gary C. and Brian Murray

Single-site, results-level evaluation of quality awareness training. HRD Qtlly, Vol. 8, No. 3: 229-245 Fall 97

Ragland, Judy

Curriculum development for three levels of computer applications students. Southern Illinois University at Edwardsville, Master's thesis, 96

Ragothaman, Srinivasan and Diane Headley

Integrating the Internet and the World Wide Web into the business classroom: A synthesis. JEB, Vol. 72, No. 4: 213-216 Mar/Apr 97

Rahim, M. Afzalur and Zubair Mohamed

Structural equations models of achievement striving and impatience—Irritability dimensions of Type A behavior and academic performance. JEB, Vol. 72, No. 3: 175-180 Jan/Feb 97

Rainer, R. Kelly, Jr. and other authors

The unidimensionality, validity, and reliability of Moore and Benbasat's relative advantage and compatibility scales. *J CIS*, Vol. 38, No. 1: 38-46 Fall 97

Rajagopalan, Balaji and other authors

The design of a knowledge based component to support information re-engineering. *J CIS*, Vol. 37, No. 2: 44-53 Winter 97

Rajgopal, Jayant and Jagu P. Aiyer

Commercial sales in cable television: An overview and a linear model. *Mid-Amer J Bus*, Vol. 12, No. 1: 27-33 Spring 97

Rakow, Joel

Networking multimedia training. *Training*, Vol. 34, No. 3: 61-65 Mar 97

Ramamurthy, K. and Sreedhar Sundaram

A measurement methodology for evaluating user interface management systems. *J CIS*, Vol. 37, No. 2: 54-61 Winter 97

Ramanujan, Sam and Hal Lou

Outsourcing maintenance operations to offshore vendors: Some lessons from the field. *J Global IM*, Vol. 5, No. 2: 5-15 Spring 97

Ramaswamy, Kannan and Mingfang Li

Strategic change among U.S. business schools: A strategic group analysis. *JEB*, Vol. 72, No. 6: 343-347 July/Aug 97

Ramey, Pamela and Shirley Barton

Emerging technology. *NBEA Yrbk*, No. 35: 79-92 97

Randle, Inga

The measure of success: Integrated thematic instruction. *Clearings*, Vol. 71, No. 2: 85-87 Nov/Dec 97

Randlesome, Collin and Andrew Myers

Cultural fluency: Results from a UK and Irish survey. *Bus Com Qtly*, Vol. 60, No. 3: 9-22 Sep 97

Rao, S. R. and other authors

The international marketing literature: Topics, trends and contributors. *J Teach Int Bus*, Vol. 8, No. 3: 21-43 97

Rasheed, Abdul M. A. and other authors

Simulation games in business policy courses: Is there value for students? *JEB*, Vol. 72, No. 3: 170-174 Jan/Feb 97

Rath, Alex and William A. Rieck

Five strategies for district computer coordinators to fund and manage a transition to technology-rich learning environments. *THE J*, Vol. 25, No. 4: 51-52 Nov 97

Ray, Charles M.

Book review: Presentations for decision makers by Marya W. Holcombe and Judith K. Stein. *Bus Com Qtly*, Vol. 60, No. 1: 174-176 Mar 97

**

Book review: ActionGrammar by Joanne Feierman. *Bus Com Qtly*, Vol. 60, No. 1: 173-174 Mar 97

**

—and Carolee Sormunen

Teaching collaborative writing with group support systems software—an experiment. *DPE J*, Vol. 38, No. 3: 125-138 Summer 96

**

—and other authors

Small business hiring practices for employing office staff. *OSR J*, Vol. 15, No. 2: 9-19 Fall 97

Ray, Lorraine

Does "gramma-tik" you off? *Bus Com Qtly*, Vol. 60, No. 1: 92-96 Mar 97

Ray, R. Glenn

Developing internal consultants. *T&D*, Vol. 51, No. 7: 30-34 July 97

Raymond, Louis and Francois Bergeron

Global distribution systems: A field study of their use and advantages in travel agencies. *J Global IM*, Vol. 5, No. 4: 23-32 Fall 97

Raymond, Mary Anne and Michael B. Mazis

Consumer perceptions of health claims in advertisements and on food labels. *J Cons Aff*, Vol. 31, No. 1: 10-26 Summer 97

Rebling, Tracie

Technology in the classroom and integrating business education with academic education. University of Minnesota, Master's thesis, 96

Redding, John

Hardwiring the learning organization. *T&D*, Vol. 51, No. 8: 61-67 Aug 97

Reese, Taylor

Life after retirement. *J CR*, Vol. 58, No. 10: 41, 43 Aug/Oct 97

Reglin, Gary

Mentoring and tutoring help (MATH) program fights truancy. *Clearings*, Vol. 70, No. 6: 319-324 July/Aug 97

Rehder, Robert R. and other authors

The invasion of the mind snatchers: The business of business education. *JEB*, Vol. 72, No. 3: 164-169 Jan/Feb 97

Reichley, Melissa

Fall fashions for your computer workstation. *Off Sys*, Vol. 14, No. 11: 40-42, 44 Nov 97

Reinhart, Carlene

No more sheep dipping. *T&D*, Vol. 51, No. 3: 46-51 Mar 97

Reinhartz, Judy and Carol Sue Marshall

Gender issues in the classroom. *Clearings*, Vol. 6: 333-337 July/Aug 97

Reinsch, N. Lamar, Jr.

On the road to maturity. *J Bus Com*, Vol. 34, No. 2: 220-226 Apr 97

**

Relationships between telecommuting workers and their managers: An exploratory study. *J Bus Com*, Vol. 34, No. 4: 343-369 Oct 97

**

—and Annette N. Shelby

What communication abilities do practitioners need? Evidence from MBA students. *Bus Com Qtrly*, Vol. 60, No. 4: 7-29 Dec 97

Reinstein, Alan and James P. Trebby

How accounting educators can help improve their students' writing skills. *JEB*, Vol. 73, No. 2: 105-113 Nov/Dec 97

Reiser, Mary Lynn and other authors

Determinants of achievement of economics concepts by elementary school students. *J Econ Ed*, Vol. 28, No. 2: 100-121 Spring 97

Rennecker, Bruce

How to buy a scanner. *Man Off Tech*, Vol. 42, No. 4: 28 Apr 97

Reny, Steven

How to buy a digital duplicator. *Man Off Tech*, Vol. 42, No. 10: 42 Oct 97

Reponen, Tapio and Timo Auer

Information systems strategy formation embedded into a continuous organizational learning process. *IRM J*, Vol. 10, No. 2: 32-43 Spring 97

Rescigno, Gerard and William Batt

Understanding object oriented analysis by the structured analyst. *J CIS*, Vol. 37, No. 3: 41-46 Spring 97

Reznich, Christopher and other authors

Medical fellows tell stories of application: A grounded theory on the dynamics of transfer. *PIQ*, Vol. 10, No. 2: 134-155 97

Rho, Sangkyu and Salvatore T. March

An analysis of semantic overload in database access systems using multi-table query formulation. *J DBM*, Vol. 8, No. 2: 3-14 Spring 97

Rieck, William A. and Alex Rath

Five strategies for district computer coordinators to fund and manage a transition to technology-rich learning environments. *THE J*, Vol. 25, No. 4: 51-52 Nov 97

Riedl, Richard and Shannon Carroll

Impact North Carolina: 21st century education, update on progress and activity. *THE J*, Vol. 25, No. 5: 47-50 Dec 97

Riel, Cees B. M. van

Research in corporate communication: An overview of an emerging field. *Mgt Com Qtly*, Vol. 11, No. 2: 288-313 Nov 1997

Riemenschneider, Cynthia K. and other authors

How universities can help small businesses manage. *J CIS*, Vol. 37, No. 3: 79-84 Spring 97

Ries, Eric

Coping with crisis. *Techniques*, Vol. 72, No. 6: 16-19 Sep 97

**

Striking a chord. *Techniques*, Vol. 72, No. 4: 22-24, 44 Apr 97

**

The winners' circle. *Techniques*, Vol. 72, No. 3: 32-38 Mar 97

**

To "v" or not to "v"? *Techniques*, Vol. 72, No. 8: 32-36 Nov/Dec 97

Riner, Robert W. and Butler Newman

Designing accessible online help. *T&D*, Vol. 51, No. 3: 41-44 Mar 97

Roach, Terry D. and Clarence D. White

Business teacher preparation. *NBEA Yrbk*, : 119-129 97

Roberts, James A. and Carlos Ruy Martinez

The emerging consumer culture in Mexico: An exploratory investigation of compulsive buying in Mexican young adults. *J Int Cons Mkt*, Vol. 10, No. 1/2: 7-31 97

Roberts, Richard L. and other authors

Duty-to-warn: Implications for school administrators. *Clearings*, Vol. 71, No. 1: 53-57 Sep/Oct 97

Roberts, Sondra

Accounting equals applied algebra. *Bus Ed Forum*, Vol. 51, No. 3: 26-28 Feb 97

Roberts, Thomas and Michael L. Gibson

System development methodology: A misunderstood cornerstone of business modeling and software engineering. *J CIS*, Vol. 37, No. 2: 70-84 Winter 97

Robinson, Michael D. and James E. Hartley

Economic research at national liberal arts colleges: School rankings. *J Econ Ed*, Vol. 28, No. 4: 337-349 Fall 97

Robles, Fernando and Syed H. Akhter

International catalog mix adaptation: An empirical study. *J Global Mkt*, Vol. 11, No. 2: 65-91 97

Robson, Denise and William B. Walstad

Differential item functioning and male-female differences on multiple-choice tests in economics. *J Econ Ed*, Vol. 28, No. 2: 155-171 Spring 97

Robson, Gary D.

FCC mandates captioning. *J CR*, Vol. 59, No. 2: 30-33 Dec 97

Roche, Edward M.

Book review: Architects of the Web: 1,000 days that built the future of business by Robert H. Reid. *Man Off Tech*, Vol. 42, No. 1: 36-37 Jan 97

**

Book review: Cybercorp: The new business revolution by James Martin. J Global IM, Vol. 5, No. 2: 38 Spring 97

**

Book review: Net gain: Expanding markets through virtual communities by John Hagel III and Arthur Armstrong. J Global IM, Vol. 5, No. 3: 34-36 Summer 97

**

Book review: The new information infrastructure-strategies for U.S. policy by William J. Drake. J Global IM, Vol. 5, No. 1: 36-38 Winter 97

Roche, Edward Mozley

Benchmarking with product life cycle analysis in the semiconductor industry. IRM J, Vol. 10, No. 4: 4-14 Fall 97

Rodewald, Erin

Message masters. Off Sys, Vol. 14, No. 7: 30-32 July 97

**

—and Karen Alexander

Spin city. Off Sys, Vol. 14, No. 11: 34-36, 38 Nov 97

Roehl, Michael

Where do you stand? Document management and the year 2000. Man Off Tech, Vol. 42, No. 12: 26-27 Dec 97

Roever, Carol

Preparing a scannable resume. Bus Com Qtly, Vol. 60, No. 1: 156-159 Mar 97

Rogers, Colin

Book review: Macroeconomics by Graeme Wells. J Econ Ed, Vol. 28, No. 2: 190-192 Spring 97

Rogers, Larry and other authors

Duty-to-warn: Implications for school administrators. Clearings, Vol. 71, No. 1: 53-57 Sep/Oct 97

Rogner, Ben

It's a matter of ethics: Communicating responsibly online. J CR, Vol. 58, No. 9: 44-45 July 97

Rolle, Rosamund

Academic performance of foreign students from the Commonwealth Caribbean. Lehman College, City University of New York, Master's thesis, 96

Romanczuk, Jeffrey B. and J. Michael Pemberton

The chief information officer: Rise and fall? Recs Mgt Qtly, Vol. 31, No. 2: 14-16, 18-20, 22-26 Apr 97

Romei, Lura K.

Data mining: Sixteen tons (of data). Man Off Tech, Vol. 42, No. 2: 28 Feb 97

**

Electronic catalogs: Buying and selling on the Web. Man Off Tech, Vol. 42, No. 8: 16-21 Aug 97

**

The office cosmos: The connectivity universe. Man Off Tech, Vol. 42, No. 6: 20-22 June 97

**

Voice, video, and data: Making magic together. Man Off Tech, Vol. 42, No. 9: 14-17, 19, 21 Sep 97

Romuld, Linda L.

A follow-up study of Grand Forks schools' occupational foods program graduates (1991-1995). University of North Dakota, Master's thesis, 96

Rose, Gregory M. and other authors

Conflict in international channels of distribution. J Global Mkt, Vol. 11, No. 2: 5-22 97

Rose, Sherri and Linda Keegan

The good news about desktop learning. T&D, Vol. 51, No. 6: 24-27 June 97

Rose, Terry D. and George M. Schuncke
Problem solving: The link between social studies and mathematics. *Clearings*, Vol. 70, No. 3: 137-140 Jan/Feb 97

Rosenbloom, Bert and other authors
Global marketing channels and the standardization controversy. *J Global Mkt*, Vol. 11, No. 1: 49-64 97

Rosenthal, Gary T. and other authors
Final word: A rejoinder. *HRD Qtly*, Vol. 8, No. 4: 301-303 Winter 97
**

—**and other authors**
Selected alternative training techniques in HRD. *HRD Qtly*, Vol. 8, No. 4: 281-294 Winter 97

Ross, Peter G. and Diane S. Krider
The experiences of women in a public relations firm: A phenomenological explanation. *J Bus Com*, Vol. 34, No. 4: 437-454 Oct 97

Ross, Steven C. and Pamela L. Hall
A survey of personal productivity software use by business professionals. *J CIS*, Vol. 37, No. 2: 27-36 Winter 97

Ross, William T., Jr. and Elizabeth H. Creyer
Tradeoffs between price and quality: How a value index affects preference formation. *J Cons Aff*, Vol. 31, No. 2: 280-302 Winter 97

Rossett, Allison
That was a great class, but . . . *T&D*, Vol. 51, No. 7: 18-24 July 97

Rotonda, Patricia D. and other authors
A factor analytic study of teaching methods that influence retention among MBA alumni. *JEB*, Vol. 72, No. 5: 297-302 May/June 97

Rottinghaus, Dawn
A multimedia facelift for business education. *Kan Bus Tch*, Vol. 51, No. 1: 15 Fall 97

Rouse, Cecilia Elena and Karen E. Dynan
The underrepresentation of women in economics: A study of undergraduate economics students. *J Econ Ed*, Vol. 28, No. 4: 350-368 Fall 97

Rowh, Mark
All systems go! *Off Sys*, Vol. 14, No. 3: 28-30, 32 Mar 97
**
Copier faux pas. *Off Sys*, Vol. 14, No. 10: 55-56 Oct 97
**

On paper. *Off Sys*, Vol. 14, No. 9: 46-48 Sep 97
**
Supplies-side economics. *Off Sys*, Vol. 14, No. 7: 36-37 July 97

Ruby, Ralph, Jr. and Paula D. Ladd
Statewide responsibility and its effect on due process. *Bus Ed Forum*, Vol. 52, No. 2: 41-44 Dec 97

Rudell, Fredrica and Debbie Easterling
Rationale, benefits, and methods of service-learning in marketing education. *JEB*, Vol. 73, No. 1: 58-61 Sep/Oct 97

Ruetten, Mary Margaret and Marilyn Sue Ford
"Zipping" through number bases with patterns. *Clearings*, Vol. 71, No. 1: 41-47 Sep/Oct 97

Ruffino, Charles E.
Factors influencing the leadership styles of administrative staff at Rend Lake College, Ina, Illinois. Southern Illinois University at Carbondale, Master's thesis, 96

Ruhe, John A. and William R. Allen

Preparing women for careers in international management. JEB, Vol. 72, No. 5: 278-282 May/June 97

Rummler, Geary A. and Alan P. Brache

Managing an organization as a system. Training, Vol. 34, No. 2: 68-74 Feb 97

Rundquist, Kristina

Sitting down on the job: How to do it right. Man Off Tech, Vol. 42, No. 9: 36-38 Sep 97

Ruohonen, Mikko and Timo Auer

Analysing the quality of IS use and management in the organizational context: Experiences from two cases. IRM J, Vol. 10, No. 3: 18-27 Summer 97

Ruona, Wendy E. A. and Elaine Lyford-Nojima

Performance diagnosis matrix: A discussion of performance improvement scholarship. PIQ, Vol. 10, No. 4: 87-118 97

Rushinek, Avi and Sara F. Rushinek

Project management software feature profitability: Windows, networks, mainframes, filtered task diagrams, schedules and calendars. J CIS, Vol. 37, No. 4: 48-55 Summer 97

Rushinek, Sara F. and Avi Rushinek

Project management software feature profitability: Windows, networks, mainframes, filtered task diagrams, schedules and calendars. J CIS, Vol. 37, No. 4: 48-55 Summer 97

Russo, Nancy L. and other authors

A survey into productivity measures in the information systems function. J CIS, Vol. 37, No. 4: 74-81 Summer 97

Russow, Lloyd C.

Book review: Global marketing management by Warren J. Keegan. J Global Mkt, Vol. 11, No. 1: 87-88 97

Rustagi, Narendra K.

A study of the retention of basic quantitative skills. JEB, Vol. 73, No. 2: 72-76 Nov/Dec 97

Rutter, Jonathan A.

The 8 steps along Broadway produce a star sales proposal. Present, Vol. 11, No. 5: 33-35, 41 May 97

Ryan, Cathy and Roberta H. Krapels

Organizations and internships. Bus Com Qtly, Vol. 60, No. 4: 126-131 Dec 97

Ryan, Jude C. and other authors

A factor analytic study of teaching methods that influence retention among MBA alumni. JEB, Vol. 72, No. 5: 297-302 May/June 97

Ryba, Walter and Robert Demichiell

Real heroes need less control: Dawn of a new breed of educator. JEB, Vol. 72, No. 5: 261-266 May/June 97

Rycker, Teun De and other authors

An international course in international business writing: Belgium, Finland, the United States. Bus Com Qtly, Vol. 60, No. 4: 63-74 Dec 97

S

Sagot, Robert

Dynamic designs. Off Sys, Vol. 14, No. 11: 26, 28 Nov 97

Salandro, Dan and William B. Harrison

Determinants of the demand for home equity credit lines. J Cons Aff, Vol. 31, No. 2: 326-345 Winter 97

Salinas, Carlos

Book review: Dr. Mary Ellen Guffey's communication resources by Mary Ellen Guffey. *Bus Com Qtly*, Vol. 60, No. 4: 134-135 Dec 97

Sandager, James P. and Sung C. Bae

What consumers look for in financial planners. *Fin C&P*, Vol. 8, No. 2: 9-16 97

Sanders, James and other authors

Improving high school students' performance via discovery learning, collaboration and technology. *THE J*, Vol. 24, No. 10: 62-65 May 97

Sanders, Nada R.

Management forecasting: Survey findings and business implications. *Mid-Amer J Bus*, Vol. 12, No. 1: 35-39 Spring 97

Sanders, Robert L.

If Marx had been a business process reengineer. *Recs Mgt Qtly*, Vol. 31, No. 2: 58-60, 62-65 Apr 97

**

Process or people. *Recs Mgt Qtly*, Vol. 31, No. 4: 54-58, 60-61 Oct 97

**

RIM self-evaluation—The case for the truth and realism. *Recs Mgt Qtly*, Vol. 31, No. 3: 47-50, 52-53 July 97

**

The future of bureaucracy. *Recs Mgt Qtly*, Vol. 31, No. 1: 44-46, 48-50, 52 Jan 97

**

—and Sharon Hyder

Compromise and the art of records management: The Union 76 example. *Recs Mgt Qtly*, Vol. 31, No. 2: 45-48 Apr 97

Santos, Gilberto de los and other authors

Salesperson's accent and gender, and consumer purchase intentions: Implications for Latino salespersons in Mexico and the United States. *J Int Cons Mkt*, Vol. 9, No. 3: 7-23 97

Sasso, John A. and Philip M. Lowe

A new approach to learning: Strategic alliances and high technology. *THE J*, Vol. 25, No. 3: 45-48 Oct 97

Satzinger, John and other authors

Many paths to learning software. *T&D*, Vol. 51, No. 5: 81-84 May 97

Saucier, Christine

Making pictures perfect: How to add photos to presentations. *Present*, Vol. 11, No. 11: 44-46 Nov 97

**

Scan your way to great presentation graphics. *Present*, Vol. 11, No. 6: 64-66, 68, 75-76 June 97

Sauer, Jeff

Compressing and playing back digital video without creating a traffic jam. *Present*, Vol. 11, No. 8: 61-62, 64-65 Aug 97

**

DV camcorders: Digital video in the palm of your hand. *Present*, Vol. 11, No. 10: 85-89 Oct 97

**

The nuts and bolts of digital video: Make your presentations move. *Present*, Vol. 11, No. 3: 40-48, 50-51 Mar 97

**

Video how to plan it, script it, cast it, edit it on budget. *Present*, Vol. 11, No. 5: 42-44, 46, 48, 50 May 97

**

Working with DV requires storage muscle. *Present*, Vol. 11, No. 3: 53-54, 56, 58-59 Mar 97

Saunders, Carol and other authors

Information management as perceived by CIOs in three Pacific Rim countries. *J Global IM*, Vol. 5, No. 3: 5-16 Summer 97

Saunders, Kent

Creating a homepage for classroom use with America Online. *JEB*, Vol. 73, No. 2: 69-71 Nov/Dec 97

Saunders, Peter M.

Experiential learning, cases, and simulations in business communication. *Bus Com Qtly*, Vol. 60, No. 1: 97-114 Mar 97

Scagnelli, Maritza

The effects of computer-assisted instruction on reading achievement. Lehman College, City University of New York, Master's thesis, 96

Schaefer, Lisa

Implementation of national career development guidelines for education-to-careers. Southern Illinois University at Edwardsville, Master's thesis, 96

Schappe, Robert H.

Union-management cooperation: Different relationships, different forms. *Mid-Amer J Bus*, Vol. 12, No. 2: 39-46 Fall 97

Schatz, Steven C.

Make your slideshows interactive with branches and buttons. *Present*, Vol. 11, No. 9: 33-35 Sep 97

Scheel, Carlos and other authors

Information management as perceived by CIOs in three Pacific Rim countries. *J Global IM*, Vol. 5, No. 3: 5-16 Summer 97

Schermerhorn, John R., Jr.

Situational leadership: Conversations with Paul Hershey. *Mgt Com Qtly*, Vol. 10, No. 4: 5-11 May 97

Schibik, Timothy and Gregory P. Valentine

"Candyconomy"—Fundamental economics. *Bus Ed Forum*, Vol. 52, No. 2: 22-23, 29 Dec 97

Schmid, Richard and other authors

Development of a consultation profile of interventions perceived as successful by human performance technology consultants. *J. 10, No. 3: 67-83 97*

Schmidt, B. June and other authors

Establishing electronic keyboarding speed and accuracy timed-writing standards for postsecondary students. *Bus Ed Forum*, Vol. 51, No. 3: 33-38 Feb 97

**

—and other authors

Ethics instruction in the classroom of business educators. *DPE J*, Vol. 38, No. 4: 185-194 Fall 96

Schmidt, Jacqueline

Image of the court reporter: How our legal partners perceive us. *J CR*, Vol. 58, No. 7: 32-34 May 97

Schramm, Robert M. and Beryl C. McEwen

Effectiveness of multimedia versus traditional instruction. *NABTE Rev*, No. 24: 30-34 97

Schroeder, Richard G. and other authors

Women's advancement in the accounting profession: Consideration of person-centered and organization-centered explanations. *Mid-Amer J Bus*, Vol. 12, No. 1: 59-68 Spring 97

Schultz, Hilbert K. and Michael A. Eierman

Information systems in business process reengineering: An exploratory survey of issues. *Mid-Amer J Bus*, Vol. 12, No. 1: 7-17 Spring 97

Schuncke, George M. and Terry D. Rose

Problem solving: The link between social studies and mathematics. *Clearings*, Vol. 70, No. 3: 137-140 Jan/Feb 97

Schwartz, Sonjie A.

Effectiveness of accounting teaching methods used in community colleges. Southern Illinois University at Carbondale, Master's thesis, 96

Scott, Carrie Marston

Products of our environments: We are where we work. *Off Sys*, Vol. 14, No. 6: 20-22, 58 June 97

**

Security blankets. *Off Sys*, Vol. 14, No. 4: 18-21 Apr 97

Scott, Craig R.

Identification with multiple targets in a geographically dispersed organization. *Mgt Com Qtly*, Vol. 10, No. 4: 491-522 May 97

Scott, James Calvert

International opportunities for business educators. *Bus Ed Forum*, Vol. 51, No. 4: 25-27 Apr 97

Scott, Justin T.

Paper jam. *Off Sys*, Vol. 14, No. 2: 42-45 Feb 97

Scriven, Jolene and other authors

The relationship between computer information system interface type and user performance. *J CIS*, Vol. 37, No. 4: 62-67 Summer 97

Seda, Michael A.

Factors influencing CPAs center decision-making process: A test of Krumboltz's Social Learning Framework. New York University, Doctoral dissertation, 96

Seibold, David R. and other authors

Organizational communication in the 21st century: Informal discussion. *Mgt Com Qtly*, Vol. 11, No. 1: 127-138 Aug 97

Sellers, Jean Anna and Judy Diffley

Improving electronic communication skills. *Kan Bus Tchrr*, Vol. 51, No. 1: 6 Fall 97

Semler, Steven W.

Systematic agreement: A theory of organizational alignment. *HRD Qtly*, Vol. 8, No. 1: 23-40 Spring 97

Seyler, Dian L. and other authors

Final word: Reply to Newstrom's and Tang's reactions. *HRD Qtly*, Vol. 8, No. 2: 145-149 Summer 97

**

—and other authors

Toward construct validation of a transfer climate instrument. *HRD Qtly*, Vol. 8, No. 2: 95-113 Summer 97

Shafer, William E. and J. Gregory Kunkel

Effects of student team learning in undergraduate auditing courses. *JEB*, Vol. 72, No. 4: 197-200 Mar/Apr 97

Shah, Vivek and Roy Martin

Future changes in the computer information systems curriculum. *J CIS*, Vol. 37, No. 3: 74-78 Spring 97

Shanklin, Carol and other authors

SWXpert: A prototype expert system for serviceware selection. *J CIS*, Vol. 37, No. 3: 1-8 Spring 97

Sharp, Julie E.

Applying Kolb learning style theory in the communication classroom. *Bus Com Qtly*, Vol. 60, No. 2: 129-134 June 97

Sharpe, Deanna L. and Mohamed Abdel-Ghany

Consumption patterns among the young-old and old-old. *J Cons Aff*, Vol. 31, No. 1: 90-112 Summer 97

Sharpe, Shane

Unifying theories of program comprehension. *J CIS*, Vol. 38, No. 1: 86-93 Fall 97

Shea, Kevin

Business explodes into color. *Man Off Tech*, Vol. 42, No. 4: 18-20, 22 Apr 97

Shelby, Annette N. and N. Lamar Reinsch, Jr.

What communication abilities do practitioners need? Evidence from MBA students. *Bus Com Qtly*, Vol. 60, No. 4: 7-29 Dec 97

Sheng, Li-Huei

Intercultural communication for international business corporations. University of Minnesota, Master's thesis, 96

Shepherd, A. Ross and John F. McDonald

Rent control with rent discrimination revisited. *J Econ Ed*, Vol. 28, No. 4: 316-322 Fall 97

Shepherd, Ron

Formative assessment for substitute teachers. *Clearings*, Vol. 71, No. 2: 117-118 Nov/Dec 97

Sherry, Lorraine

The Boulder Valley Internet project: Lessons learned. *THE J*, Vol. 25, No. 2: 68-72 Sep 97

Shirani, Ashraf I. and Mohammed H. A. Tafti

Hierarchy of end user computing needs: An empirical investigation. *J EUC*, Vol. 9, No. 4: 29-35 Fall 97

**

—**and Mohammed H. A. Tafti**

Patterns of use and prospects for adoption of the Internet technology: An empirical study. *J CIS*, Vol. 38, No. 1: 104-111 Fall 97

Shockley-Zalabak, Pamela and other authors

Organizational communication and culture: A study of 10 Italian high-technology companies. *J Bus Com*, Vol. 34, No. 3: 253-268 July 97

Shoemaker, Dan and Vladan Jovanovic
Enhancing technical student proficiency in global competition. *J CIS*, Vol. 38, No. 1: 100-103 Fall 97

Shoham, Aviv and other authors

A temporal sequence model of satisfaction and export intentions of service firms. *J Global Mkt*, Vol. 10, No. 4: 23-43 97

**

—**and other authors**

Conflict in international channels of distribution. *J Global Mkt*, Vol. 11, No. 2: 5-22 97

Shrader, Mark J. and other authors

Incorporating research design and estimation tools in the finance curriculum. *JEB*, Vol. 72, No. 3: 181-184 Jan/Feb 97

Shu, Wei-Non

A comprehensive study of factors that influence vocational education law-making in the U.S. and Taiwan, Republic of China. University of Minnesota, Doctoral dissertation, 96

Shultz, Eileen and other authors

The early weeks of a second language: The "toy box" approach. *Clearings*, Vol. 70, No. 4: 183-185 Mar/Apr 97

Shuter, Robert and Lynn H. Turner

African American and European American women in the workplace. *Mgt Com Qtly*, Vol. 11, No. 1: 74-96 Aug 97

Sidley, Norman A.

Some things I've learned about changing behavior in a Fortune 100 company. *J Org Beh Mgt*, Vol. 17, No. 2: 99-108 97

Siegfried, John

Book reviews: A deadly indifference by Marshall Jevons. *J Econ Ed*, Vol. 28, No. 2: 189-190 Spring 97

Siegfried, John J.

Trends in undergraduate economics degrees: An update. *J Econ Ed*, Vol. 28, No. 3: 279-282 Summer 97

Simmons, Vicki and other authors

Training business students to work in a green office. *Bus Ed Forum*, Vol. 52, No. 2: 48-51 Dec 97

Simon, Judith C. and other authors

Managers' perceptions of ethical behavior related to selected computer activities. *OSR J*, Vol. 15, No. 2: 1-8 Fall 97

Sims, Leon and other authors

Cost-consequences analysis: A case study. *PIQ*, Vol. 10, No. 3: 7-21 97

Sims, Randi L.

Gender equity in management education: A content analysis of test bank questions. *JEB*, Vol. 72, No. 5: 283-287 May/June 97

Sinha, Ratna

Teaching as a career: Patterns and perceptions of business education teachers. Southern Illinois University at Carbondale, Doctoral dissertation, 96

Sipher, Kathleen

Timesharing T1 Internet access through wireless technology. *THE J*, Vol. 25, No. 3: 62-64 Oct 97

Siregar, Mulya and other authors

Children's college as a saving goal. *Fin C&P*, Vol. 8, No. 1: 33-36 97

Sizoo, Steven L. and other authors

Partnering for success. *Bus Ed Forum*, Vol. 52, No. 1: 28-29 Oct 97

Skinner, Tonya

Building positive cooperating relationships. *Bus Ed Forum*, Vol. 52, No. 1: 46-47, 58 Oct 97

Sleight, Deborah and other authors

Medical fellows tell stories of application: A grounded theory on the dynamics of transfer. *PIQ*, Vol. 10, No. 2: 134-155 97

Sliger, Bruce and Terry McLeod

A 10-minute lesson in technology grant writing. *Techniques*, Vol. 72, No. 7: 32-33 Oct 97

Slivinski, Thomas and other authors

Internet-based testing: A vision or reality? *THE J*, Vol. 25, No. 2: 61-64 Sep 97

Sloan, Diane Kay and other authors

Managerial emotionality in Chinese factories. *Mgt Com Qtlly*, Vol. 11, No. 1: 6-50 Aug 97

Sloan, Hugh and other authors

The use of two electronic idea generation techniques in strategy planning meetings. *J Bus Com*, Vol. 34, No. 4: 370-382 Oct 97

Slusky, Ludwig and other authors

Pilot project in international electronic distance education in Russia. *THE J*, Vol. 24, No. 6: 61-66 Jan 97

Smeltzer, Larry R. and Kay A. Faris

Schema theory compared to text-centered theory as an explanation for the readers' understanding of a business message. *J Bus Com*, Vol. 34, No. 1: 7-26 Jan 97

Smith, Andrea L.

A study to determine Christian County, Missouri, employer satisfaction and expectations of entry-level employees. Southwest Missouri State University, Master's thesis, 96

Smith, Brien N. and other authors

Employers' perceptions of work skills. *Bus Ed Forum*, Vol. 51, No. 4: 11-17 Apr 97

Smith, C. A. P. and Stephen C. Hayne
Decision making under time pressure: An investigation of decision speed and decision quality of computer-supported groups. *Mgt Com Qtly*, Vol. 11, No. 1: 97-126 Aug 97

Smith, David E.
Distance learning technology for enhancing pedagogy: The global connection. *J Teach Int Bus*, Vol. 8, No. 3: 1-19 97

Smith, Gwendolyn and Lorraine Krajewski
From letter writing to report writing: Bridging the gap. *Bus Com Qtly*, Vol. 60, No. 4: 88-90 Dec 97

Smith, Harlan M. II
Introducing students to the competing schools of thought in intermediate macroeconomics. *J Econ Ed*, Vol. 28, No. 3: 206-221 Summer 97

Smith, Hershella and Jana Jopson
A job by any other name. *T&D*, Vol. 51, No. 6: 28-30 June 97

Smith, Jeff
10 steps to equipment nirvana. *Off Sys*, Vol. 14, No. 7: 33-35 July 97

Smith, Trina and other authors
A model for trainer certification. *NABTE Rev*, No. 24: 53-57 97

Smoot, Delores A. and Phillip K. Duncan
The search for the optimum individual monetary incentive pay system: A comparison of the effects of flat pay and linear and non-linear incentive pay systems on worker productivity. *J Org Beh Mgt*, Vol. 17, No. 2: 5-75 97

Snyder, Steve and Gay Fawcett
An upgrade for learning. *Techniques*, Vol. 72, No. 7: 30-33 Oct 97

Soberanis, Pat
Trying colors. *Publish*, Vol. 12, No. 1: 68-73 Jan 97

Soberon-Ferrer, Horacio and Jinkook Lee
Consumer vulnerability to fraud: Influencing factors. *J Cons Aff*, Vol. 31, No. 1: 70-89 Summer 97

Solomon, Denise Haunani and Mary Lynn Miller Williams
Perceptions of social-sexual communication at work as sexually harassing. *Mgt Com Qtly*, Vol. 11, No. 2: 147-184 Nov 1997

Soloway, Elliot and other authors
ScienceWare's Model-It: Technology to support authentic science inquiry. *THE J*, Vol. 25, No. 3: 54-56 Oct 97

Sommer, Peter and other authors
Hometown discovery: Learning locally, thinking globally. *THE J*, Vol. 25, No. 1: 43-46 Aug 97

Soper, Barlow and other authors
Final word: A rejoinder. *HRD Qtly*, Vol. 8, No. 4: 301-303 Winter 97

**

—**and other authors**
Selected alternative training techniques in *HRD*. *HRD Qtly*, Vol. 8, No. 4: 281-294 Winter 97

Soriano, Beverly Ann
Accounting and the Internet. *Bus Ed Forum*, Vol. 51, No. 4: 35-37 Apr 97

Sormunen, Carolee and Charles M. Ray
Teaching collaborative writing with group support systems software—an experiment. *DPE J*, Vol. 38, No. 3: 125-138 Summer 96

**

—**and Marilyn R. Chalupa**
The status of presentation software and graphic design training. *DPE J*, Vol. 38, No. 4: 222-236 Fall 96

Sosin, Kim and other authors

Determinants of achievement of economics concepts by elementary school students. *J Econ Ed*, Vol. 28, No. 2: 100-121 Spring 97

Spiegel, Uriel

The case of a Giffen good: Reply. *J Econ Ed*, Vol. 28, No. 1: 45-47 Winter 97

Spillman, Robert D. and Frank B. Markham

Telecommuting: Acceptance, adoption, and application. *J CIS*, Vol. 37, No. 4: 8-12 Summer 97

Spinks, Nelda H. and other authors

Customizing grammar checking. *Bus Ed Forum*, Vol. 52, No. 1: 24-26 Oct 97

Spoleti, Linda Higgins

Report from Budapest. *Clearings*, Vol. 70, No. 3: 118-120 Jan/Feb 97

Sprague, Daniel E. and other authors

Cost-consequences analysis: A case study. *PIQ*, Vol. 10, No. 3: 7-21 97

Sprague, Marsha M. and Sandra L. Bryan

The effect of overseas internships on early teaching experiences. *Clearings*, Vol. 70, No. 4: 199-201 Mar/Apr 97

Stafford, Ben and other authors

Peer tutors and students work with formative assessment. *Clearings*, Vol. 71, No. 2: 103-105 Nov/Dec 97

Stallard, John J. and other authors

The business data communications undergraduate course: MIS educators' perspectives. *OSR J*, Vol. 15, No. 1: 7-11 Spring 97

Stamps, David

A conversation with doctor paradox. *Training*, Vol. 34, No. 5: 42-48 May 97
**

Communities of practice: Learning is social. Training is irrelevant? *Training*, Vol. 34, No. 2: 34-42 Feb 97

**

Lights! Camera! Project Management!

Training, Vol. 34, No. 1: 50-54, 56 Jan 97

**

Look who's joined the training game.

Training, Vol. 34, No. 3: 32-34, 36, 38 Mar 97

**

Mercedes-Benz sows a learning field. *Training*, Vol. 34, No. 6: 26-32 June 97

**

The self-organizing system. *Training*, Vol. 34, No. 4: 30-36 Apr 97

Stanwyck, Douglas J. and Bonnie E. Garson

Locus of control and incentive in self-managing teams. *HRD Qtly*, Vol. 8, No. 3: 247-258 Fall 97

Stapleton, Dan

Going to market? *Techniques*, Vol. 72, No. 6: 20-23 Sep 97

Starr-McCluer, Martha and other authors

Saving and financial planning: Some findings from a focus group. *Fin C&P*, Vol. 8, No. 1: 1-8 97

Steele, Bruce and other authors

Professors and teachers as collaborators in classroom change. *Clearings*, Vol. 70, No. 5: 243-245 May/June 97

Steele, Michele L.

Journal entry: December 2, 1996: A parent's "thank you." *Clearings*, Vol. 70, No. 5: 255-256 May/June 97

Steen, Todd P. and other authors

The reform of higher economic education in Poland. *J Econ Ed*, Vol. 28, No. 4: 377-382 Fall 97

Stein, David

Book review: Training through dialogue: Promoting effective learning and change with adults by Jane Vella. *HRD Qlty*, Vol. 8, No. 1: 87-90 Spring 97

Steinberg, Anna R. and Greta Budai

Virtual trade mission: A global business education experience. *Bus Ed Forum*, Vol. 52, No. 2: 27-29 Dec 97

Steinberg, Geoffery and Scott J. Lloyd

The schema mapper: An expert system that determines the least cost physical file structure in a database management system. *J DBM*, Vol. 8, No. 2: 16-22 Spring 97

Steinke, Gerhard

A task-based approach to implementing computer security. *J CIS*, Vol. 38, No. 1: 47-54 Fall 97

Stellwagen, Joel B.

The teacher as coach: Re-thinking a popular educational paradigm. *Clearings*, Vol. 70, No. 5: 271-273 May/June 97

Stephens, David O.

Denmark: Toward global leadership in electronic archives and records management. *Recs Mgt Qlty*, Vol. 31, No. 3: 62, 64, 66, 71 July 97

**

Document security and international records management. *Recs Mgt Qlty*, Vol. 31, No. 4: 69-72, 74 Oct 97

**

Electronic recordkeeping provisions in international laws. *Recs Mgt Qlty*, Vol. 31, No. 2: 72, 74 Apr 97

**

Statutes of limitation and international records retention. *Recs Mgt Qlty*, Vol. 31, No. 1: 63-64, 66, 74 Jan 97

Stephenson, Kevin

Using the Wall Street Journal's dartboard contest to introduce market efficiency. *JEB*, Vol. 72, No. 4: 205-207 Mar/Apr 97

Stephenson, Lisa

Helping special needs students succeed: A faculty mentoring program. *KBEA J*, Vol. 19, 18 Spring 97

Stephenson, Mary J.

Book review: The adman in the parlor: Magazines and the gendering of consumer culture by Ellen Gruber Garvey. *J Cons Aff*, Vol. 31, No. 2: 389-391 Winter 97

Sterbenz, Kathleen and other authors

Gender differences in the attitudes of teenagers toward unions. *Mid-Amer J Bus*, Vol. 12, No. 2: 47-56 Fall 97

Stevens, Mary B. and other authors

Women's advancement in the accounting profession: Consideration of person-centered and organization-centered explanations. *Mid-Amer J Bus*, Vol. 12, No. 1: 59-68 Spring 97

Stice, James D. and other authors

The effect of performance on the decision to major in accounting. *JEB*, Vol. 73, No. 1: 54-57 Sep/Oct 97

Stipp, Deborah M.

The self-directed learning of business education leaders: A grounded theory study. University of Nebraska-Lincoln, Doctoral dissertation, 96

Stoever, William A.

The Warsaw School of Economics: The faculty of foreign trade: An international business discussion case. *J Teach Int Bus*, Vol. 8, No. 3: 87-106 97

Stolovitch, Harold D. and Achi Yapi

Use of case study method to increase near and far transfer of learning. *PIQ*, Vol. 10, No. 2: 64-82 97

Stone, Sabrina F. and Melody W.**Alexander**

Student perceptions of teamwork in the classroom: An analysis by gender. *Bus Ed Forum*, Vol. 51, No. 3: 7-10 Feb 97

Stone, Susan and other authors

The view from the trenches: A steering committee's retrospective on implementing the new AACSB accreditation standards. *JEB*, Vol. 72, No. 5: 289-292 May/June 97

Stout, Marlene Todd

Learning environment. *NBEA Yrbk*, No. 35: 47-59 97

Strader, Kelly

A comparison of ten-key and top row numeric entry. Southern Illinois University at Carbondale, Master's thesis, 96

Stratford, Steven J. and other authors

ScienceWare's Model-It: Technology to support authentic science inquiry. *THE J*, Vol. 25, No. 3: 54-56 Oct 97

Strbiak, Christy A. and Jim Paul

The ethics of strategic ambiguity. *J Bus Com*, Vol. 34, No. 2: 149-159 Apr 97

Strober, Myra H. and other authors

Making and correcting errors in student economic analyses: An examination of videotapes. *J Econ Ed*, Vol. 28, No. 3: 255-271 Summer 97

Strom, Bruce T.

Book review: Stop managing, start coaching: How performance coaching can enhance commitment and improve productivity by J. W. Gilley and N. W. Boughton. *HRD Q*ly, Vol. 8, No. 2: 183-186 Summer 97

Stubblefield, Jennifer and other authors

Training business students to work in a green office. *Bus Ed Forum*, Vol. 52, No. 2: 48-51 Dec 97

Stuller, Jay

EQ: Edging toward respectability. *Training*, Vol. 34, No. 6: 42-46, 48 June 97

Stum, Marlene S.

Book review: The economics of aging by James H. Schulz. *J Cons Aff*, Vol. 31, No. 1: 181-184 Summer 97

Subramanian, Ashok and Mary C. Lacity

Determinants of variability in function point estimates. *J EUC*, Vol. 9, No. 4: 19-28 Fall 97

Subramanian, Girish

Book review: The data model resource book by Silverston, Inmon, and Graziano. *J DBM*, Vol. 8, No. 4: 33-34 Fall 97

Subramanian, Ramesh and Minnie Yen

Framework for a geographic districting DSS using an intelligent object-oriented model. *J DBM*, Vol. 8, No. 3: 3-14 Summer 97

Sumner, Anna

The toughest test. *Techniques*, Vol. 72, No. 1: 28-31, 65 Jan 97

Sundaram, Sreedhar and K.**Ramamurthy**

A measurement methodology for evaluating user interface management systems. *J CIS*, Vol. 37, No. 2: 54-61 Winter 97

Sunden, Annika E. and other authors

Saving and financial planning: Some findings from a focus group. *Fin C&P*, Vol. 8, No. 1: 1-8 97

Susman, Karen

Six key indicators guaranteed to reduce audience stress and increase your applause. *Recs Mgt Qtly*, Vol. 31, No. 3: 18, 20-22 July 97

Sussman, Lyle

Prejudice and behavioral archetypes: A new model for cultural-diversity training. *Bus Com Qtly*, Vol. 60, No. 1: 7-18 Mar 97

Swain, Monte R. and other authors

The effect of performance on the decision to major in accounting. *JEB*, Vol. 73, No. 1: 54-57 Sep/Oct 97

Swanson, Austin D. and other authors

Civil rights for Americans working abroad. *JEB*, Vol. 72, No. 4: 221-223 Mar/Apr 97

Swanson, Richard A. and Sandra K. Falkman

Training delivery problems and solutions: Identification of novice trainer problems and expert trainer solutions. *HRD Qtly*, Vol. 8, No. 4: 305-314 Winter 97

Swick, Kevin J.

Involving families in the professional preparation of educators. *Clearings*, Vol. 70, No. 5: 265-268 May/June 97

Swiercz, Paul M. and Karen R. Adler

Taming the performance bell curve. *T&D*, Vol. 51, No. 10: 33-38 Oct 97

Swift, Cathy Owends and other authors

Interactive distance education in business: Is the new technology right for you? *JEB*, Vol. 73, No. 2: 85-89 Nov/Dec 97

T**Tabatabai, Manouchehr and Ralph Gamble**

Business statistics education: Content and software in undergraduate business statistics. *JEB*, Vol. 73, No. 1: 48-53 Sep/Oct

Taff, Linda K. and other authors

Preretirees' perception of retirement income. *Fin C&P*, Vol. 8, No. 2: 41-55 97

Tafti, Mohammed H. A. and Ashraf I. Shirani

Hierarchy of end user computing needs: An empirical investigation. *J EUC*, Vol. 9, No. 4: 29-35 Fall 97

**

—and Ashraf I. Shirani

Patterns of use and prospects for adoption of the Internet technology: An empirical study. *J CIS*, Vol. 38, No. 1: 104-111 Fall 97

Talley, Sue

EdTech does it online at Pepperdine University. *THE J*, Vol. 24, No. 10: 69-71 May 97

Tan, Soo J. and other authors

Strategic responses to parallel importing. *J Global Mkt*, Vol. 10, No. 4: 45-66 97

Tan, Wang Chiew and other authors

A graphical interface to genome multi-databases. *J DBM*, Vol. 9, No. 1: 24-32 Winter 97

Tang, Thomas Li-Ping

Invited reaction: Theory, research, and practice. *HRD Qtly*, Vol. 8, No. 2: 137-143 Summer 97

Tanner, John R. and other authors

Ethical questions regarding joint authorship: Business and nonbusiness faculty perceptions on noncontributing authorship. *JEB*, Vol. 72, No. 6: 325-330 July/Aug 97

**

—and other authors

Evaluating instructors' perceptions of students' preparation for management curricula. *JEB*, Vol. 73, No. 2: 77-84 Nov/Dec 97

**

—and other authors

The business data communications undergraduate course: MIS educators' perspectives. *OSR J*, Vol. 15, No. 1: 7-11 Spring 97

Tansey, Richard and other authors

An advertising test of the work ethic in the U.K. and the U.S. *J Int Cons Mkt*, Vol. 9, No. 3: 57-77 97

Taylor, Ronald and other authors

The view from the trenches: A steering committee's retrospective on implementing the new AACSB accreditation standards. *JEB*, Vol. 72, No. 5: 289-292 May/June 97

Taylor, Sandy and other authors

Many paths to learning software. *T&D*, Vol. 51, No. 5: 81-84 May 97

Taylor-Dunlop, Korynne and Marcia M. Norton

Out of the mouths of babes: Voices of at-risk adolescents. *Clearings*, Vol. 70, No. 5: 274-278 May/June 97

Teagarden, Ernest M.

James Bond and George Smiley go into business—Teaching about business espionage. *JEB*, Vol. 72, No. 4: 250-252 Mar/Apr 97

Tengel, Patricia M.

Book review: The sex of things: Gender and consumption in historical perspective by Victoria de Grazia, editor. *J Cons Aff*, Vol. 31, No. 2: 394-396 Winter 97

Tennis, Janet

Skills for success in the workplace. Southwest Missouri State University, Master's thesis, 96

Termbly, Ara C.

Office reports: Bound for success. *Man Off Tech*, Vol. 42, No. 8: 36 Aug 97

Thabede, Jacobeth N.

Multicultural teaching competence as perceived by business education student teachers. Virginia Polytechnic Institute and State University, Doctoral dissertation, 96

Thakor, M. V. and Lea Prevel Katsanis

A model of brand and country effects on quality dimensions: Issues and implications. *J Int Cons Mkt*, Vol. 9, No. 3: 79-100 97

Thibodeau, Pete

Design standards for visual elements and interactivity for courseware. *THE J*, Vol. 24, No. 7: 84-86 Feb 97

Thibodeaux, Mary and other authors

Value profiles of business students in the 1960s and in the 1990s: A comparison. *JEB*, Vol. 72, No. 3: 140-143 Jan/Feb 97

Thomas, Daphyne Saunders and other authors

Who's watching us now: Monitoring employee's work. *J CIS*, Vol. 37, No. 2: 41-43 Winter 97

Thomas, Gail Fann

Research think tank: "Complexifying" international communication and communication technology. *Bus Com Qtly*, Vol. 60, No. 4: 105-111 Dec 97

Thomas, Jane

Discourse in the marketplace: The making of meaning in annual reports. *J Bus Com*, Vol. 34, No. 1: 47-66 Jan 97

Thomas, Jennie Carter

The masterpiece assignment. *Bus Ed Forum*, Vol. 51, No. 4: 38-40 Apr 97

Thompson, Michael and other authors

A marketing education opportunity: Taking the FastTrac. *Bus Ed Forum*, Vol. 52, No. 2: 33-36, 51 Dec 97

Thompson, Rex and Thomas E. Barry
Some intriguing relationships in business teaching evaluations. *JEB*, Vol. 72, No. 5: 303-312 May/June 97

Thompson, Thomas C.
Learning styles and teaching styles: Who should adapt to whom? *Bus Com Qtly*, Vol. 60, No. 2: 125-127 June 97

Thralls, Charlotte and other authors
The audience for research. *Bus Com Qtly*, Vol. 60, No. 3: 124-145 Sep 97

Tichy, Noel and Eli Cohen
How leaders develop leaders. *T&D*, Vol. 51, No. 5: 58-63, 65-67, 69-73 May 97

Tillquist, John
Managing the global impacts of IT: Standing on conceptual quicksand. *J Global IM*, Vol. 5, No. 4: 6-8 Fall 97

Timmons, Rebecca J.
An analysis of the workplace skills and competencies of Fort Smith area schools tech prep business seniors. University of Arkansas at Little Rock, Doctoral dissertation, 96

Tips, Steve and M. Jean Greenlaw
A literature approach to middle grade math. *Clearings*, Vol. 71, No. 1: 9-13 Sep/Oct 97

Todd, Kelly J. and Sharon A. DeVaney
Financial planning for retirement by parents of college students. *Fin C&P*, Vol. 8, No. 1: 25-32 97

Todd, Sarah and other authors
From the student perspective: Why enroll in an introductory marketing course? *JME*, 65-76 Spring 97

Tomei, Lawrence A.
Instructional technology: Pedagogy for the future. *THE J*, Vol. 25, No. 5: 56-59 Dec 97

Tomiuk, Marc A. and other authors
A multidimensional perspective on acculturation and its relative impact on consumption of convenience foods. *J Int Cons Mkt*, Vol. 10, No. 1/2: 33-56 97

Tompkins, Phillip K. and G. Stoney Alder
Electronic performance monitoring: An organizational justice and concertive control perspective. *Mgt Com Qtly*, Vol. 10, No. 3: 259-288 Feb 97

Tooke, D. James
Middle school math teachers: What do they need from preservice programs? *Clearings*, Vol. 71, No. 1: 51-52 Sep/Oct 97

Toraskar, Kranti and Narasimha Bolloju
Data clustering for effective mapping of object models to relational models. *J DBM*, Vol. 8, No. 4: 16-23 Fall 97

Toroslu, Ismail H.
View maintenance for materialized transitive-closure relations. *J DBM*, Vol. 9, No. 1: 3-12 Winter 97

Torres, Celia Cristina Orozco and other authors
Salesperson's accent and gender, and consumer purchase intentions: Implications for Latino salespersons in Mexico and the United States. *J Int Cons Mkt*, Vol. 9, No. 3: 7-23 97

Torres, Nayda I.
Book review: How poor government policy harms the poor by D. Eric Schansberg. *J Cons Aff*, Vol. 31, No. 2: 399-402 Winter 97

Tovar, Mariela and other authors
Development of a consultation profile of interventions perceived as successful by human performance technology consultants. *PIQ*, Vol. 10, No. 3: 67-83 97

Tovey, Janice

Addressing issues of cultural diversity in business communication. *Bus Com Qtly*, Vol. 60, No. 1: 19-30 Mar 97

Towell, Elizabeth R.

Development of a business operating systems course. *J CIS*, Vol. 37, No. 3: 54-59 Spring 97

Tracy, Lane

Managing the costs of power. *Mid-Amer J Bus*, Vol. 12, No. 1: 41-48 Spring 97

Trebby, James P. and Alan Reinstein

How accounting educators can help improve their students' writing skills. *JEB*, Vol. 73, No. 2: 105-113 Nov/Dec 97

Trembly, Ara C.

Security horror stories: It came from inside the dumpster! *Man Off Tech*, Vol. 42, No. 4: 41-42 Apr 97

Trickett, David

How to use a values audit. *T&D*, Vol. 51, No. 3: 34-38 Mar 97

Truax, Pamela Larson and Monique Reece Myron

Plan for business success and maximize marketing dollars. *J CR*, Vol. 59, No. 2: 48-49 Dec 97

Truell, Allen D.

Survey research via e-mail: Assessing its strengths and weaknesses for use by the business educator. *NABTE Rev*, No. 24: 58-61 97

Tung, Lai Lai and other authors

Telecommuting in Singapore: Current status and a comparison with other countries. *J Global IM*, Vol. 5, No. 1: 27-35 Winter 97

Turner, Lynn H. and Robert Shuter

African American and European American women in the workplace. *Mgt Com Qtly*, Vol. 11, No. 1: 74-96 Aug 97

Turpen, Richard A. and other authors

Educational idealism: One more reason to stress the perpetual inventory system in classroom instruction. *JEB*, Vol. 72, No. 4: 217-220 Mar/Apr 97

Tuveson, Kit

Keys for success in the year 2000 and beyond. *Man Off Tech*, Vol. 42, No. 12: 22-23 Dec 97

Tyler, Lisa

Liability means never being able to say you're sorry: Corporate guilt, legal constraints, and defensiveness in corporate communication. *Mgt Com Qtly*, Vol. 11, No. 1: 51-73 Aug 97

U**Udry, Christopher**

Recent advances in empirical microeconomic research in poor countries: An annotated bibliography. *J Econ Ed*, Vol. 28, No. 1: 58-75 Winter 97

Underwood, Robert A. and other authors

Teaching difficulties of business and marketing educators at the secondary level. *NABTE Rev*, No. 24: 40-47 97

Underwood, Terry

On knowing what you know: Metacognition and the act of reading. *Clearings*, Vol. 71, No. 2: 77-80 Nov/Dec 97

Urbancic, Frank R. and Robert M. Bracken

The internationalization of introductory accounting textbooks. *JEB*, Vol. 72, No. 6: 354-358 July/Aug 97

Urquhart, James R., III

New independent contractor regulations. *J CR*, Vol. 58, No. 3: 30-33 Jan 97

Usluata, Ayseli

From conflict to harmony: A heterogeneous group in a business communication class in Turkey. *Bus Com Qtly*, Vol. 60, No. 1: 124-133 Mar 97

V**Vaidyanathan, Rajiv and S. S.****Vaidyanathan**

Ancient wisdom: Parables for modern marketing. *JME*, 26-36 Spring 97

Vaidyanathan, S. S. and Rajiv**Vaidyanathan**

Ancient wisdom: Parables for modern marketing. *JME*, 26-36 Spring 97

Vail, Peter and other authors

A model for trainer certification. *NABTE Rev*, No. 24: 53-57 97

Valentine, Gregory P. and Timothy**Schibik**

"Candyconomy"—Fundamental economics. *Bus Ed Forum*, Vol. 52, No. 2: 22-23, 29 Dec 97

Valenzi, Enzo R. and Stelios H. Zanakis

Student anxiety and attitudes in business statistics. *JEB*, Vol. 73, No. 1: 10-16 Sep/Oct 97

Van Buren, Mark and other authors

Training industry trends 1997. *T&D*, Vol. 51, No. 11: 46-59 Nov 97

Van Buren, Mark E. and Laurie J. Bassi

Sustaining high performance in bad times. *T&D*, Vol. 51, No. 6: 31-41 June 97

Van Dyke, Thomas P.

Integrating text and graphics: The impact of increased visual salience on recall performance. *J CIS*, Vol. 37, No. 2: 8-12 Winter 97

Vanecsek, Michael T. and other authors

Electronic commerce on the WWW/Internet. *J CIS*, Vol. 38, No. 1: 20-25 Fall 97

VanHuss, Susie H.

Integrated applications keep keyboarding alive and well. *Bus Ed Forum*, Vol. 52, No. 2: 30-32 Dec 97

Varallo, J. Edward

Thinking about our future. *J CR*, Vol. 59, No. 2: 38-40 Dec 97

Varner, Iris I. and Paula J. Pomerence

The nature of business communication: The integration of theory and practice. *J Bus Train Ed*, Vol. 5, No. 1: 22-34 96

Vaught, Bobby C. and other authors

An examination of organizational communication as a moderator of the relationship between job performance and job satisfaction. *J Bus Com*, Vol. 34, No. 1: 81-98 Jan 97

Vazzana, Gary S. and other authors

Can TQM fill a gap in higher education? *JEB*, Vol. 72, No. 5: 313-316 May/June 97

Vedder, Richard G. and other authors

Electronic commerce on the WWW/Internet. *J CIS*, Vol. 38, No. 1: 20-25 Fall 97

Veilleux, C. Thomas

Clock watchers. *Off Sys*, Vol. 14, No. 2: 46-48 Feb 97

**

Power plays. *Off Sys*, Vol. 14, No. 5: 16, 20-21 May 97

**

Recording stars. *Off Sys*, Vol. 14, No. 9: 33, 35-36 Sep 97

Velsmid, Debra A.

Working well. Off Sys, Vol. 14, No. 9: 15-16 Sep 97

Venit, Sharyn

Isometric exercises. Publish, Vol. 12, No. 4: 81-82, 84 Apr 97

**

Not without a trace. Publish, Vol. 12, No. 1: 79-81 Jan 97

Verberne, Tom

Creative fitness. T&D, Vol. 51, No. 8: 68-71 Aug 97

Verckens, J. Piet and other authors

An international course in international business writing: Belgium, Finland, the United States. Bus Com Qtly, Vol. 60, No. 4: 63-74 Dec 97

Verluyten, S. Paul

Business communication and intercultural communication in Europe: The state of the art. Bus Com Qtly, Vol. 60, No. 2: 135-143 June 97

Vice, Janna P. and Myrena S. Jennings

The employment portfolio—The competitive edge. KBEA J, Vol. 12-13 Spring 97

Vidgen, Richard

Temporal object modeling: Diagramming conventions and design considerations. J DBM, Vol. 8, No. 1: 14-23 Winter 97

Vietzke, Robert P.

Networked multimedia at the University of Connecticut. THE J, Vol. 24, No. 7: 82-83 Feb 97

Vo, Chuong-Dai

"Not for my child." Techniques, Vol. 72, No. 1: 20-23 Jan 97

**

This is agriculture? Techniques, Vol. 72, No. 4: 30-33 Apr 97

Toying with physics. Techniques, Vol. 72, No. 5: 14-17 May 97

Volkema, Roger J. and other authors

Use and impact of informal third-party discussions in interpersonal conflicts at work. Mgt Com Qtly, Vol. 11, No. 2: 185-216 Nov 1997

Von Bergen, C. W. and other authors

Final word: A rejoinder. HRD Qtly, Vol. 8, No. 4: 301-303 Winter 97

**

—and other authors

Selected alternative training techniques in HRD. HRD Qtly, Vol. 8, No. 4: 281-294 Winter 97

Vorbach, J. and other authors

A unified approach to the design and generation of complex database schemata. J DBM, Vol. 8, No. 3: 16-25 Summer 97

W**Waddock, Sandra**

The emergence of management education in Central Europe. JEB, Vol. 72, No. 6: 369-374 July/Aug 97

Wagner, Pat

Communication mistakes only really smart people make. Recs Mgt Qtly, Vol. 31, No. 3: 13-14, 16-17 July 97

Wagner, William P. and Clyde W.**Holsapple**

Knowledge acquisition frameworks: A case study of their development and assessment. J CIS, Vol. 37, No. 2: 13-20 Winter 97

Walbert, Mark S. and Anthony L.**Ostrosky**

Using Mathcad to teach undergraduate mathematical economics. J Econ Ed, Vol. 28, No. 4: 304-315 Fall 97

Walden, Michael L.

Book review: Measuring poverty: A new approach by Constance F. Citro and Robert T. Michael. *J Cons Aff*, Vol. 31, No. 2: 383-386 Winter 97

Waldman, Lila and Brenda Cantwell Wilson

Hardware and software needs of businesses in the Western Kentucky region. *KBEA J*, Vol. 5-7 Spring 97

Walker, Gina and Mary Perri

A selected, descriptive bibliography on transfer of training. *PIQ*, Vol. 10, No. 2: 156-168 97

Walker, Marie and other authors

Reporting around the world—Several reporters share their experiences while working in other countries. *J CR*, Vol. 58, No. 10: 28-37 Aug/Oct 97

Wall, Stephen J.

Creating strategists. *T&D*, Vol. 51, No. 5: 75-76, 78-79 May 97

Wallace, Ray

Formative and summative evaluation at ground zero: Some comments on the selective admissions college application experience. *Clearings*, Vol. 71, No. 2: 119-122 Nov/Dec 97

Walstad, William B.

The effect of economic knowledge on public opinion of economic issues. *J Econ Ed*, Vol. 28, No. 3: 195-205 Summer 97

**

—and Denise Robson

Differential item functioning and male-female differences on multiple-choice tests in economics. *J Econ Ed*, Vol. 28, No. 2: 155-171 Spring 97

Walstrom, Kent A.

Chief executive officer's misperceptions: Should students be used as surrogates? *J CIS*, Vol. 37, No. 2: 108-112 Winter 97

Walters, Bruce A. and other authors

Simulation games in business policy courses: Is there value for students? *JEB*, Vol. 72, No. 3: 170-174 Jan/Feb 97

Walvoord, Barbara E. and other authors

Effective pedagogy for student-team projects. *JME*, 26-42 Summer 97

Walz, Diane B. and Judy L. Wynekoop

Identifying and cultivating exceptional software developers. *J CIS*, Vol. 37, No. 4: 82-88 Summer 97

Walzak, David P. and Marcelle C. Lovett

A community-corporate DL partnership: Teaching conflict resolution to middle school students. *THE J*, Vol. 25, No. 1: 52-55 Aug 97

Wan, Hakman A. and Ming-te Lu

An analysis of Chinese laws against computer crimes. *J Global IM*, Vol. 5, No. 2: 16-21 Spring 97

Waner, Karen K. and other authors

Can TQM fill a gap in higher education? *JEB*, Vol. 72, No. 5: 313-316 May/June 97

Wang, Hui and Sherman Hanna

Does risk tolerance decrease with age? *Fin C&P*, Vol. 8, No. 2: 27-31 97

Wang, Ke and other authors

A graphical interface to genome multi-databases. *J DBM*, Vol. 9, No. 1: 24-32 Winter 97

Wanitprapha, Kulavit and other authors

Effect of preparation time on the minimum-cost diet. *J Cons Aff*, Vol. 31, No. 2: 204-217 Winter 97

Wanstreet, Ronda

Factors affecting teacher utilization of computers as an integral part of curriculum. Southern Illinois University at Carbondale, Master's thesis, 96

Ward, Sara and Timothy G. Hatcher

Framing: A method to improve performance analyses. PIQ, Vol. 10, No. 3: 84-103 97

Warren, Roger K.

Customer service and the courts. J CR, Vol. 59, No. 2: 42-43 Dec 97

Watkins, Dawn Adele and Robin Roy Ganzert

Innovative staffing to meet technological changes: A case study at Wake Forest University. THE J, Vol. 25, No. 4: 54-56 Nov 97

Watkins, Karen E.

Invited reaction: Selected alternative training techniques in HRD. HRD Qtly, Vol. 8, No. 4: 295-299 Winter 97

Watkins, Ryan and other authors

Cost-consequences analysis: A case study. PIQ, Vol. 10, No. 3: 7-21 97

Wayland, Jane P. and other authors

Interactive distance education in business: Is the new technology right for you? JEB, Vol. 73, No. 2: 85-89 Nov/Dec 97

Weagley, Robert O.

Book review: Value in ethics and economics by Elizabeth Anderson. J Cons Aff, Vol. 31, No. 1: 165-167 Summer 97

Weasmer, Jerie and Amelia Mays Woods

Teacher preparation: A revision process fostered by formative assessment. Clearings, Vol. 71, No. 2: 113-116 Nov/Dec 97

Weaver, Natalie Taylor and Kathleen Kelly

A heuristic for generating and organizing the strategy or policy report. Bus Com Qtly, Vol. 60, No. 1: 31-40 Mar 97

Webb, Wendy

Add dimension to your presentations with document cameras. Present, Vol. 11, No. 12: 39-42 Dec 97

**

Avoiding ghosts and wash-outs: A three-step process for choosing the right projection screen. Present, Vol. 11, No. 4: 87-91 Apr 97

**

High-tech in the heartland. Training, Vol. 34, No. 5: 50-52, 54, 56 May 97

**

Multimedia training on a budget. Present, Vol. 11, No. 2: A12-A14, A16, A18 Feb 97

**

Presentation technology: Should you buy it through the mail? Present, Vol. 11, No. 11: 48-50, 52-54 Nov 97

**

The Web: A new presentation tool. Present, Vol. 11, No. 2: 32-37 Feb 97

**

The yellow pages to presentation skills training. Present, Vol. 11, No. 1: 35-36, 38, 40-41 Jan 97

Weber, Christian E.

The case of a Giffen good: Comment. J Econ Ed, Vol. 28, No. 1: 36-44 Winter 97

Wei, Jason Z.

Conditions for no triangular arbitrage with transaction costs: A pedagogical note. JEB, Vol. 73, No. 1: 44-47 Sep/Oct 97

Weibel, Bob

Digital presses. Publish, Vol. 12, No. 6: 62-64, 66, 68 June 97

**

Direct-imaging presses. Publish, Vol. 12, No. 6: 70-71 June 97

**

Jukebox heroes. Publish, Vol. 12, No. 1: 75-77 Jan 97

**

Lights, camera, accelerate! Publish, Vol. 12, No. 10: 110-114 Oct 97

**

Production copiers. Publish, Vol. 12, No. 6: 60-61 June 97

**

RAIDiating confidence. Publish, Vol. 12, No. 12: 64-68, 70 Dec 97

**

Removable storage for the masses. Publish, Vol. 12, No. 6: 82-87 June 97

**

Slide show. Publish, Vol. 12, No. 3: 83-85 Mar 97

**

Studio audience. Publish, Vol. 12, No. 4: 71-72, 74-78 Apr 97

**

The world is getting flatter. Publish, Vol. 12, No. 8: 74-78 Aug 97

**

When two heads are better than one. Publish, Vol. 12, No. 2: 50-53, 55-56, 58, 60 Feb 97

**

Wide-body inkjets. Publish, Vol. 12, No. 11: 62-66, 68, 70 Nov 97

Weintraub, Elaine Cawley

Competitive or collaborative? The heterogeneous classroom. Clearings, Vol. 70, No. 3: 157-159 Jan/Feb 97

Weishaar, Mary

Legal principles important in the preparation of teachers: Making inclusion work. Clearings, Vol. 70, No. 5: 261-264 May/June 97

Weiss, Alan

Slogging toward the millennium. Training, Vol. 34, No. 4: 51-54 Apr 97

Weissbein, Daniel A. and J. Kevin Ford

Transfer of training: An updated review and analysis. PIQ, Vol. 10, No. 2: 22-41 97

Weldy, Teresa G. and other authors

A managerial perspective: Oral communication competency is most important for business students in the workplace. J Bus Com, Vol. 34, No. 1: 67-80 Jan 97

Weller, Cyril J. and other authors

Hometown discovery: Learning locally, thinking globally. THE J, Vol. 25, No. 1: 43-46 Aug 97

Wells, Barron W. and other authors

Customizing grammar checking. Bus Ed Forum, Vol. 52, No. 1: 24-26 Oct 97

Wells, Randall L. and other authors

Ethics instruction in the classroom of business educators. DPE J, Vol. 38, No. 4: 185-194 Fall 96

Wenger, James and Nona Berghaus

The status of educational technology in colleges/schools of business in the Midwest. J CIS, Vol. 37, No. 4: 56-61 Summer 97

Werner, Jon M. and other authors

Ratee preferences concerning performance management and appraisal. HRD Qtly, Vol. 8, No. 4: 315-333 Winter 97

Whalen, Robert

Companies seek ways to bridge the training gap. Man Off Tech, Vol. 42, No. 3: 24 Mar 97

Wheeler, Kenneth

Book review: When corporations rule the world by David C. Korten. PIQ, Vol. 10, No. 4: 119-123 97

Whitaker, Beth

Instructional leadership and principal visibility. Clearings, Vol. 70, No. 3: 155-156 Jan/Feb 97

Whitaker, Todd and Monica Conrad

Inclusion and the law: A principal's proactive approach. *Clearings*, Vol. 70, No. 4: 207-210 Mar/Apr 97

White, Bonnie Roe and Mary Jean White

The effect of using a computer authoring system on student achievement. *J Bus Train Ed*, Vol. 6 87-99 97

White, Clarence D. and other authors

Establishing electronic keyboarding speed and accuracy timed-writing standards for postsecondary students. *Bus Ed Forum*, Vol. 51, No. 3: 33-38 Feb 97

**

—and Terry D. Roach

Business teacher preparation. *NBEA Yrbk*, No. 35: 119-129 97

White, D. Steven and other authors

The international marketing literature: Topics, trends and contributors. *J Teach Int Bus*, Vol. 8, No. 3: 21-43 97

**

—and William J. Lundstrom

A gap analysis of professional and academic perceptions of the importance of international marketing curriculum content and research areas. *JME*, 16-25 Summer 97

White, Fred C.

An interactive learning system for the economic analysis of public policies. *J Econ Ed*, Vol. 28, No. 3: 222-229 Summer 97

White, Mary Jean and Bonnie Roe White

The effect of using a computer authoring system on student achievement. *J Bus Train Ed*, Vol. 6 87-99 97

White, Randall P.

Seekers and scalers: The future leaders. *T&D*, Vol. 51, No. 1: 20-24 Jan 97

White, Steven D. and Timothy Paul Cronan

Software maintenance: An empirical study of the influence of maintenance characteristics on user information satisfaction. *J CIS*, Vol. 38, No. 1: 1-14 Fall 97

Whitelock, Jeryl and Carole Pimblett

The standardisation debate in international marketing. *J Global Mkt*, Vol. 10, No. 3: 45-66 97

Whiting, John T. and Charles D. Graham

Decision making based on standards: A model for computerizing public education. *THE J*, Vol. 25, No. 4: 48-50 Nov 97

Whiting, Victoria R. and other authors

Cooperative learning: The benefits of participatory examinations in principles of marketing classes. *JEB*, Vol. 72, No. 3: 149-152 Jan/Feb 97

Whitman, Michael E. and Michael L. Gibson

IT importance in supporting reengineering: Performance perceptions versus reality. *J CIS*, Vol. 37, No. 4: 18-23 Summer 97

Whitman, Michael Edward and Michael L. Gibson

Factors affecting the use of information technology in business process reengineering. *IRM J*, Vol. 10, No. 3: 5-16 Summer 97

Whittler, Leann

Effect of flexible work schedules on work and family life. Southern Illinois University at Carbondale, Master's thesis, 96

Widman, Jake and Dan Doerner

Gradient school. *Publish*, Vol. 12, No. 2: 85-87 Feb 97

Wiggs, Linda Henson and Simin Cwick
Perceived importance of high school business classes as preparation for college. *J Bus Train Ed*, Vol. 5, No. 1: 35-49 96

Wilcox, Brad and other authors
Formative assessment as educational and administrative adhesive: Establishing an elementary school writing center. *Clearings*, Vol. 71, No. 2: 109-112 Nov/Dec 97

Wilkins, Marilyn and Karen S. Nantz
A longitudinal study of electronic communications. *OSR J*, Vol. 15, No. 2: 20-26 Fall 97
**

—**and Pat R. Graves**
Business education demographics—A 10-year analysis. *NABTE Rev*, No. 24: 20-23 97

Wilkinson, Ian F. and other authors
Countertrade and internationalisation—An Australian perspective. *J Global Mkt*, Vol. 10, No. 3: 5-25 97

Wilkinson, Lamar V. and other authors
Final word: A rejoinder. *HRD Qtly*, Vol. 8, No. 4: 301-303 Winter 97
**

—**and other authors**
Selected alternative training techniques in HRD. *HRD Qtly*, Vol. 8, No. 4: 281-294 Winter 97

Wilkinson, Timothy J. and Lance Eliot Brouthers
A possible explanation for rising Japanese-world trade tensions. *J Global Mkt*, Vol. 10, No. 3: 83-89 97

Williams, Andrew T.
Estimating the cost to consumers of the U.S. sugar quota: An exercise for introductory economics classes. *J Econ Ed*, Vol. 28, No. 2: 173-181 Spring 97

Williams, Dave
Revitalizing a welding program. *Techniques*, Vol. 72, No. 7: 40-41 Oct 97

Williams, Flora L. and Helen Zhou
Income and expenditures in two phases of retirement. *Fin C&P*, Vol. 8, No. 2: 75-86 97
**

—**and Y. Emily Kao**
Value of home equity used in reverse mortgages as a potential source of income for elderly Americans. *Fin C&P*, Vol. 8, No. 2: 57-64 97

Williams, Mary Lynn Miller and Denise Haunani Solomon
Perceptions of social-sexual communication at work as sexually harassing. *Mgt Com Qtly*, Vol. 11, No. 2: 147-184 Nov 1997

Willis, Cheryl L. and Linda J. Austin
Future work. *NBEA Yrbk*, No. 35: 160-170 97

Willyerd, Karie A.
Balancing your evaluation act. *Training*, Vol. 34, No. 3: 52-54, 56, 58 Mar 97

Wilson, Barbara and Susan Plutsky
Predicting success in upper-division business communication classes. *JEB*, Vol. 72, No. 3: 133-139 Jan/Feb 97

Wilson, Barbara A.
A descriptive study: The intellectual development of business administration students. *DPE J*, Vol. 38, No. 4: 209-221 Fall 96

Wilson, Brenda Cantwell and Lila Waldman
Hardware and software needs of businesses in the Western Kentucky region. *KBEA J*, Vol. 5-7 Spring 97

Wilson, Carlene and other authors

The effectiveness of task clarification, positive reinforcement and corrective feedback in changing courtesy among police staff. *J Org Beh Mgt*, Vol. 17, No. 1: 65-99 97

Wilson, J. Holton and other authors

Antecedents of student attitudes toward computers. *JME*, 54-65 Summer 97

Wilson, Jerry W. and other authors

Interactive distance education in business: Is the new technology right for you? *JEB*, Vol. 73, No. 2: 85-89 Nov/Dec 97

Wilson, Mary M. and Robert J. Quinn

Writing in the mathematics classroom: Teacher beliefs and practices. *Clearings*, Vol. 71, No. 1: 14-20 Sep/Oct 97

Wimer, Scott and Kenneth M. Nowack

Coaching for human performance. *T&D*, Vol. 51, No. 10: 28-32 Oct 97

Winchester, Kriss

How to get the most from your advertising dollar. *J CR*, Vol. 58, No. 3: 42-44 Jan 97

Winchester, Kriss K.

Getting to know your fellow justice system professionals. *J CR*, Vol. 58, No. 7: 36-39 May 97

Winfield, Sean

Classic copiers. *Off Sys*, Vol. 14, No. 7: 24-26, 28, 56 July 97

**

Copiers vs. mopers: Let's get ready to rumble! *Off Sys*, Vol. 14, No. 6: 36, 38, 40 June 97

**

Cuts to the chase. *Off Sys*, Vol. 14, No. 10: 44, 46-48 Oct 97

**

Jack-of-all-trades. *Off Sys*, Vol. 14, No. 5: 40, 42 May 97

**

My favorite fax machine. *Off Sys*, Vol. 14, No. 3: 34, 36, 38 Mar 97

**

Printing without errors. *Off Sys*, Vol. 14, No. 12: 34, 36, 40 Dec 97

**

The ABCs of MFPs. *Off Sys*, Vol. 14, No. 9: 26-31 Sep 97

Winley, Graham and other authors

Information systems skills: A comparison of perceptions between information systems professionals from Indonesian and Malaysian organizations. *J CIS*, Vol. 37, No. 3: 60-68 Spring 97

Wisensel, Mary

The relationship between job satisfaction and work-group arrangement of high level administrative support staff. University of Minnesota, Doctoral dissertation, 96

Wisner, Joel D. and Robert J. Wisner

A confidence-building multiple-choice testing procedure. *Bus Ed Forum*, Vol. 51, No. 4: 28-31 Apr 97

Wisner, Robert J. and Joel D. Wisner

A confidence-building multiple-choice testing procedure. *Bus Ed Forum*, Vol. 51, No. 4: 28-31 Apr 97

Wisnudel, Michele and other authors

ScienceWare's Model-It: Technology to support authentic science inquiry. *THE J*, Vol. 25, No. 3: 54-56 Oct 97

Withrow, Frank B.

Technology in education and the next twenty-five years. *THE J*, Vol. 24, No. 11: 59-61 June 97

Wolf, Kay N.

Predicting positive self-efficacy in group problem solving. *HRD Qtly*, Vol. 8, No. 2: 155-169 Summer 97

Wolf, Robert L.

Switching seats. J CR, Vol. 58, No. 8: 48-49 June 97

Wolff, Aline

How to incorporate multimedia in the business communication classroom—without learning new software packages. Bus Com Qtlly, Vol. 60, No. 3: 110-113 Sep 97

Wolfson, James W.

Improving adult performance in business education. Bus Ed Forum, Vol. 52, No. 2: 18-20 Dec 97

Wong, Jeanne Wing-Yin and Robert Behling

Using conventional financial methods to perform cost-benefit analysis (CBA) on proposed information system (IS) projects: An Australian study. J CIS, Vol. 37, No. 4: 30-36 Summer 97

Wong, Limsoon and other authors

A graphical interface to genome multi-databases. J DBM, Vol. 9, No. 1: 24-32 Winter 97

Wong, Zachary

Book review: The art of strategic planning for information technology by Bernard H. Boar. J EUC, Vol. 9, No. 4: 39 Fall 97

Woods, Amelia Mays and Jerie Weasmer

Teacher preparation: A revision process fostered by formative assessment. Clearings, Vol. 71, No. 2: 113-116 Nov/Dec 97

Woods, Cyndy J.

Pappas school: A response to homeless students. Clearings, Vol. 70, No. 6: 302-304 July/Aug 97

Woody, Todd

It's a matter of ethics: Libel and the Internet. J CR, Vol. 58, No. 6: 48, 51 Apr 97

Worsham, Ronald G. and other authors

The effect of performance on the decision to major in accounting. JEB, Vol. 73, No. 1: 54-57 Sep/Oct 97

Worth, William E. and Alexa Bryans North

Workplace competencies: Trends in advertised entry-level technology, interpersonal, and basic communication job skills, 1992-1995. OSR J, Vol. 15, No. 1: 1-6 Spring 97

Wright, Phillip C. and other authors

Research design decisions: An integrated quantitative and qualitative model for decision-making researchers (You too can be lord of the rings). PIQ, Vol. 10, No. 3: 22-36 97

Wunsch, Daniel and other authors

The relationship between computer information system interface type and user performance. J CIS, Vol. 37, No. 4: 62-67 Summer 97

Wynekoop, Judy L. and Diane B. Walz

Identifying and cultivating exceptional software developers. J CIS, Vol. 37, No. 4: 82-88 Summer 97

X**Xia, Hongwei and other authors**

Approaches to managerial influence in the People's Republic of China. J Bus Com, Vol. 34, No. 3: 289-315 July 97

Xiao, Jing J.

Saving motives and 401(k) contributions. Fin C&P, Vol. 8, No. 2: 65-73 97

Y**Yampolsky, V. Z. and other authors**

Pilot project in international electronic distance education in Russia. THE J, Vol. 24, No. 6: 61-66 Jan 97

Yapi, Achi and Harold D. Stolovitch

Use of case study method to increase near and far transfer of learning. *PIQ*, Vol. 10, No. 2: 64-82 97

Ye-Meng, Loy and other authors

Telecommuting in Singapore: Current status and a comparison with other countries. *J Global IM*, Vol. 5, No. 1: 27-35 Winter 97

Yee, Teng Min and other authors

Telecommuting in Singapore: Current status and a comparison with other countries. *J Global IM*, Vol. 5, No. 1: 27-35 Winter 97

Yelon, Stephen and other authors

Medical fellows tell stories of application: A grounded theory on the dynamics of transfer. *PIQ*, Vol. 10, No. 2: 134-155 97

Yen, David C. and other authors

A synergic process for outsourcing and reengineering. *J CIS*, Vol. 37, No. 3: 29-36 Spring 97

Yen, Minnie and Ramesh Subramanian

Framework for a geographic districting DSS using an intelligent object-oriented model. *J DBM*, Vol. 8, No. 3: 3-14 Summer 97

Yogho, T. M. and other authors

The concept of the computer integrated office automation system in developing countries. *OSR J*, Vol. 15, No. 1: 42-49 Spring 97

Yorgason, Floyd W. and Ivan F. Beutler

The home as a wealth preserving and accumulating asset: A general formulation and balance sheet application. *Fin C&P*, Vol. 8, No. 1: 65-71 97

Young, Jeffrey D. and other authors

The group embedded figures test: Undergraduate business concentration and analytical skills. *JEB*, Vol. 73, No. 1: 39-42 Sep/Oct 97

Young, Jonathan

Communicating with realtime. *J CR*, Vol. 58, No. 6: 30-35 Apr 97

Z**Zajicek, Edward K. and other authors**

The reform of higher economic education in Poland. *J Econ Ed*, Vol. 28, No. 4: 377-382 Fall 97

Zalka, Lori and other authors

Measuring consumer sensitivity to corporate social performance across cultures: Which consumers care most? *J Global Mkt*, Vol. 11, No. 1: 29-48 97

Zall, Milton

Will you get a break? *Techniques*, Vol. 72, No. 8: 42-43 Nov/Dec 97

Zanakis, Stelios H. and Enzo R. Valenzi

Student anxiety and attitudes in business statistics. *JEB*, Vol. 73, No. 1: 10-16 Sep/Oct 97

Zarrow, Laura and Charles Altschul

The moving bullseye: Preparing students for a career in multimedia. *THE J*, Vol. 25, No. 3: 58-60 Oct 97

Zellers, Robert W.

What is your school's T.Q.? *Clearings*, Vol. 70, No. 3: 136 Jan/Feb 97

Zemke, Ron

Cooking up world-class training. *Training*, Vol. 34, No. 2: 52-54, 56-58 Feb 97

**

The little company that could. *Training*, Vol. 34, No. 1: 59-64 Jan 97

Zenger, John H.

The invisible wall. *T&D*, Vol. 51, No. 10: 24-27 Oct 97

Zhao, Jensen J.

Computer end-user skills needed by business professionals now and toward 2000. J CIS, Vol. 37, No. 4: 24-29 Summer 97

**

Recommended computer end-user skills for business students by Fortune 500 human resource executives. DPE J, Vol. 38, No. 3: 155-166 Summer 96

Zhou, Helen and Flora L. Williams

Income and expenditures in two phases of retirement. Fin C&P, Vol. 8, No. 2: 75-86 97

Zhu, Zhiwei and other authors

Evaluating instructors' perceptions of students' preparation for management curricula. JEB, Vol. 73, No. 2: 77-84 Nov/Dec 97

Zielinski, Dave

Delivering presentations from the pulpit. Present, Vol. 11, No. 12: 30-32, 34-36 Dec 97

**

Match the medium to the message. Present, Vol. 11, No. 10: 36-38, 40, 42, 44, 46 Oct 97

**

The art of persuasion. Present, Vol. 11, No. 8: 38-44 Aug 97

Zietz, Emily Norman and other authors

The role of financial counselors in long-term health care planning. Fin C&P, Vol. 8, No. 1: 19-24 97

Zinkhan, George M. and other authors

An advertising test of the work ethic in the U.K. and the U.S. J Int Cons Mkt, Vol. 9, No. 3: 57-77 97

Publications Indexed

Bus Com Qtly—Business Communication Quarterly, Deborah C. Andrews, Editor, Department of English, University of Delaware, Newark, DE 19716-2537

Bus Ed Forum—Business Education Forum, Regina M. McDowell, Editor, National Business Education Association, 1914 Association Drive, Reston, VA 20191-1596

Clearings—The Clearinghouse, Judy Cusick, Managing Editor, Heldref Publications, 1319 18th Street, N.W., Washington, DC 20036-1802

DPE Instr Strat—Instructional Strategies: An Applied Research Series of DPE, Zane Quible, Editor, Oklahoma State University, Stillwater, OK 74078

DPE J—Delta Pi Epsilon Journal, Marguerite P. Shane Joyce, Editor, School of Business and Economics, California State University—Los Angeles, 5151 State University Drive, Los Angeles, CA 90032

Fin C&P—Financial Counseling and Planning, Sherman Hanna, Editor, College of Human Ecology, The Ohio State University, 1787 Neil Ave., Columbus, OH 43210-1295

HRD Qtly—Human Resource Development Quarterly, Gary N. McLean, Editor, University of Minnesota, 1954 Buford Avenue, St. Paul, MN 55108

IRM J—Information Resources Management Journal, Mehdi Khosrowpour, Editor, School of Business Administration, Penn State University at Harrisburg, 777 West Harrisburg Pike, Middletown, PA 17057-4948

J Bus Com—The Journal of Business Communication, John C. Sherblom, Editor, Communication and Journalism Department, University of Maine, 5724 Dunn Hall, Orono, ME 04469-5724

J Bus Train Ed—Journal of Business and Training Education, Donna H. Redmann, Editor, School of Vocational Education, 142 Old Forestry Building, Baton Rouge, LA 70803-5477

J CIS—Journal of Computer Information Systems, Jeretta Horn Nord, Editor, College of Business Administration, Oklahoma State University, Stillwater, OK 74078

J Cons Aff—Journal of Consumer Affairs, Carole J. Makela, Editor, Aylesworth SE, DMCS, Colorado State University, Fort Collins, CO 80523-1575

J CR—Journal of Court Reporting, Benjamin M. Rogner, Editor, 1324 West Albion Street, Chicago, IL 60626

J DBM—Journal of Database Management, Mehdi Khosrowpour, Editor, School of Business Administration, Penn State University at Harrisburg, 777 West Harrisburg Pike, Middletown, PA 17057

J Econ Ed—Journal of Economic Education, William E. Becker, Indiana University, Bloomington, IN 47405

J EUC—Journal of End User Computing, Mo Adam Mahmood, Editor, College of Business Administration, University of Texas—El Paso, El Paso, TX 79968

J Global IM—Journal of Global Information Management, Prashant Palvia, Editor, Department of MIS/DS, The University of Memphis, Memphis, TN 38152

J Global Mkt—Journal of Global Marketing, Erdener Kaynak, Editor, School of Business Administration, Pennsylvania State University at Harrisburg, 777 West Harrisburg Pike, Middletown, PA 17057

J Int Cons Mkt—Journal Of International Consumer Marketing, Erdener Kaynak, Editor, School of Business Administration, Pennsylvania State University at Harrisburg, 777 West Harrisburg Pike, Middletown, PA 17057

J Org Beh Mgt—Journal of Organizational Behavior Management, Thomas C. Mawhinney, Editor, College of Business Administration, University of Detroit, 4001 West McNichols Road, Detroit, MI 48221-9987

J Teach Int Bus—Journal of Teaching in International Business, Erdener Kaynak, Editor in Chief, School of Business Administration, The Pennsylvania State University at Harrisburg, 777 West Harrisburg Pike, Middletown, PA 17057

JEB—Journal of Education For Business, Isabella Owen, Managing Editor, Heldref Publications, 1319 18th Street, N.W., Washington, DC 20036-1802

JME—Journal of Marketing Education, Business Research Division, University of Colorado at Boulder, Boulder, CO 80309-0420

Kan Bus Tchr—Kansas Business Teacher, Kansas Business Education Association, 3656 Rd. Y, Osage City, KS 66523

KBEA J—Kentucky Business Education Association Journal, Kenneth W. Utley, Editor, Western Kentucky University, 6290 Scottsville Road, Bowling Green, KY 42104

Man Off Tech—Managing Office Technology, Lura K. Romei, Editor, 1100 Superior Ave., Cleveland, OH 44114-2543

MBEA Today—Michigan Business Education Association, Marilyn Bowker, Vice President for Publications, 4558 N. Meridian Road, Williamston, MI 48895

Mgt Com Qtly—Management Communication Quarterly, Katherine Miller, Editor, Department of Communication Studies, 3090 Wescoe Hall, University of Kansas, Lawrence, KS 66045-3633

Mid-Amer J Bus—Mid-American Journal of Business, Daniel Vetter, Sloan Hall, Central Michigan University, Mt. Pleasant, MI 48859

NABTE Rev—NABTE Review, Randy L. Joyner, Editor, East Carolina University, BVTE, 2317 General Classroom Building, Greenville, NC 27858-4353

NBEA Yrbk—Yearbook of the National Business Education Association, Bobbye J. Davis, Southeast Louisiana University, Hammond, LA 70402

Off Sys—Office Systems '97, Scott W. Cullen, Editor, Springhouse Corporation, 1111 Bethlehem Pike, P.O. Box 908, Springhouse, PA 19477-0908

OSR J—Office Systems Research Journal, Beryl C. McEwen, VP-Publications and Editor, School of Business and Economics, North Carolina A&T State University, Greensboro, NC 27411

PIQ—Performance Improvement Quarterly, Peter J. Dean, Editor, Department of Human Resource Development, College of Human Ecology, The University of Tennessee, Knoxville, TN 37996

Present—Presentations, Scott Heimes, Editor, 50 South Ninth Street, Minneapolis, MN 55402

Publish—Publish, Jake Widman, Editor, 501 Second Street, San Francisco, CA 94107

Recs Mgt Qtly—Records Management Quarterly, Ira A. Penn, Editor, P.O. Box 4580, Silver Spring, MD 20914

T&D—Training and Development, Patricia A. Galagan, Editor, The American Society for Training and Development, 1640 King St., Box 1443, Alexandria, VA 22313-2043

Techniques—Techniques, Ann Dykman, Editor, 1410 King Street, Alexandria, VA 22314

THE J—Technological Horizons In Education Journal, Sylvia Chorp, Editor, 150 El Camino Real, Suite 112, Tustin, CA 92780-3670

Training—Training, Jack Gordon, Lakewood Publications, Inc., Lakewood Building, 50 S. Ninth St., Minneapolis, MN 55402



U.S. DEPARTMENT OF EDUCATION
Office of Educational Research and Improvement (OERI)
Educational Resources Information Center (ERIC)



REPRODUCTION RELEASE

(Specific Document)

I. DOCUMENT IDENTIFICATION:

| | |
|--|------------------------------------|
| Title: The Business Education Index 1997 | |
| Author(s): Delta Pi Epsilon, Inc. | |
| Corporate Source: P.O. Box 4340 Little Rock AR 72214 | Publication Date: July 10, 1998 |

II. REPRODUCTION RELEASE:

In order to disseminate as widely as possible timely and significant materials of interest to the educational community, documents announced in the monthly abstract journal of the ERIC system, *Resources in Education* (RIE), are usually made available to users in microfiche, reproduced paper copy, and electronic/optical media, and sold through the ERIC Document Reproduction Service (EDRS) or other ERIC vendors. Credit is given to the source of each document, and, if reproduction release is granted, one of the following notices is affixed to the document.

If permission is granted to reproduce the identified document, please CHECK ONE of the following options and sign the release below.



Sample sticker to be affixed to document

Sample sticker to be affixed to document



Check here

Permitting
microfiche
(4" x 6" film),
paper copy,
electronic, and
optical media
reproduction.

| |
|---|
| <p>"PERMISSION TO REPRODUCE THIS MATERIAL HAS BEEN GRANTED BY</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>TO THE EDUCATIONAL RESOURCES INFORMATION CENTER (ERIC)"</p> |
|---|

Level 1

"PERMISSION TO REPRODUCE THIS
MATERIAL IN OTHER THAN PAPER
COPY HAS BEEN GRANTED BY

TO THE EDUCATIONAL RESOURCES
INFORMATION CENTER (ERIC)"

or here

Permitting
reproduction
in other than
paper copy.

Level 2

Sign Here, Please

Documents will be processed as indicated provided reproduction quality permits. If permission to reproduce is granted, but neither box is checked, documents will be processed at Level 1.

| | |
|---|---|
| <p>"I hereby grant to the Educational Resources Information Center (ERIC) nonexclusive permission to reproduce this document as indicated above. Reproduction from the ERIC microfiche or electronic/optical media by persons other than ERIC employees and its system contractors requires permission from the copyright holder. Exception is made for non-profit reproduction by libraries and other service agencies to satisfy information needs of educators in response to discrete inquiries."</p> | |
| Signature: <i>Robert B. Mitchell</i> | Position: Executive Director |
| Printed Name: Robert B. Mitchell | Organization: Delta Pi Epsilon, Inc. |
| Address: P.O. Box 4340 Little Rock AR 72214 | Telephone Number: (501) 562-1233 |
| | Date: July 15, 1998 |

III. DOCUMENT AVAILABILITY INFORMATION (FROM NON-ERIC SOURCE):

If permission to reproduce is not granted to ERIC, or, if you wish ERIC to cite the availability of the document from another source, please provide the following information regarding the availability of the document. (ERIC will not announce a document unless it is publicly available, and a dependable source can be specified. Contributors should also be aware that ERIC selection criteria are significantly more stringent for documents that cannot be made available through EDRS.)

| | |
|---|---|
| Publisher/Distributor: Delta Pi Epsilon, Inc. | |
| Address: P.O. Box 4340 Little Rock AR 72214 | |
| Price Per Copy: \$25 | Quantity Price: 20% discount with 4 or more purchase |

IV. REFERRAL OF ERIC TO COPYRIGHT/REPRODUCTION RIGHTS HOLDER:

If the right to grant reproduction release is held by someone other than the addressee, please provide the appropriate name and address:

| |
|---|
| Name and address of current copyright/reproduction rights holder: |
| Name: |
| Address: |

V. WHERE TO SEND THIS FORM:

| |
|---|
| Send this form to the following ERIC Clearinghouse: Associate Director for Database Development ERIC Clearinghouse on Adult, Career, and Vocational Education Center on Education and Training for Employment 1900 Kenny Road Columbus, OH 43210-1090 |
|---|

If you are making an unsolicited contribution to ERIC, you may return this form (and the document being contributed) to: